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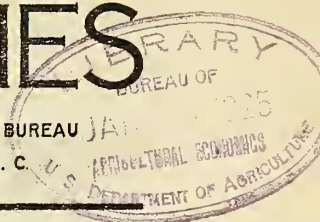






# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



January 7, 1925.

Vol. 5, No. 1.

FOR 1925.

With this issue, this publication begins a new year dedicated to the task of promoting wider interest in marketing activities and in the extension of basic economic information which underlies all progress in this field. These pages will be designed to reflect, week by week, the progress by workers in marketing and related lines. The editors enlist the cooperation of all to whom this periodical may be of value.

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## PENNSYLVANIA BUREAU TO PRESENT NEW RADIO FEATURE.

Marketing Hints for Housewives is the new feature to be presented weekly by the Pennsylvania Bureau of Markets cooperating with the United States Bureau of Agricultural Economics, through Station WIP, Gimbel Brothers in Philadelphia. Talks are being given every Tuesday afternoon. The object is to acquaint the housewife with market conditions that are of interest and importance to her.

These marketing talks will be followed later in the week with talks by Mrs. Anna B. Scott through the various broadcasting stations of Philadelphia. Mrs. Scott will give recipes for the use of the fruits or vegetables which have been advised.

As new or unusual commodities appear on the market, an effort will be made to introduce them. With this service and Mrs. Scott's recipes, the housewife will be able to add a greater variety to her menu. These "Hints" will also cover meats, eggs, poultry and dairy products.

This is said to be one of the first efforts to bring market information direct to the consumer. The talks will not contain prices on account of the great variation in stores and neighborhoods.

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## CONNECTICUT ADVERTISES HOME GROWN FRUIT.

To advertise the merits of Connecticut grown fruit, an exhibit of apples and pears was made at the thirty-fourth annual meeting of the Connecticut Pomological Society at Hartford, Conn., December 11-12. The exhibit was open to the general public, and prizes were given for the best displays of variety collections and of commercial fruit packages.



CANE SYRUP MAY NOW BE STORED  
IN U. S. LICENSED WAREHOUSES.

Regulations governing the storage of cane and maple syrup under the United States warehouse act have been issued this week by the Federal Bureau of Agricultural Economics. Copies may be had upon application to the Bureau of Agricultural Economics, Washington, D. C.

Three warehouses at Cairo, Ga. have been licensed to store cane syrup. One of these warehouses will be used by the cane syrup growers cooperative association.

Standards for cane syrup are now being developed by the Federal department in the hope of improving the general quality of the syrup.

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NEW MARKETING BULLETIN  
ISSUED BY WISCONSIN.

"Markets and Market Reports" is the title of a bulletin recently issued by the Wisconsin Department of Markets. B. B. Jones and William Kirsch are the authors.

The bulletin consist of three parts. The first part contains a general outline of the development of markets and a discussion of the importance of market information to the farmer; the second part contains an explanation of market phrases and terms used in market reports and the third part consists of a description of the market news service of the Wisconsin Department of Markets.

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U. S. CELERY, LETTUCE AND GRAPE  
GRADES TO BE REVISED.

Celery, lettuce and grape grades prepared by the Federal Bureau of Agricultural Economics probably will be revised for use during the coming crop season as a result of the information brought out at conferences attended by H. W. Samson on his recent western trip. Mr. Samson conferred with officials of the State departments of agriculture at Sacramento, Calif., Corvallis, Ore., and Boise, Ida.

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DAIRY MARKETING BULLETIN  
RELEASED BY NORTH DAKOTA.

Marketing Dairy Products is discussed in Bulletin 182 by Dr. A. H. Benton of the Experiment station, North Dakota Agricultural college, now available for districution. Topics include development and present status of the dairy industry in North Dakota, dairy marketing agencies, number of local creameries established and operating causes of failure.



January 7, 1925.

Marketing Activities

3.

COOPERATIVE MARKETING  
CONFERENCE HELD.

About 100 representatives of cooperative associations from the Atlantic coast to Denver and from Texas to North Dakota were present at the Cooperative Marketing Conference held at Washington, January 5-8.

The address on "Federal and State Legislation Relating to Cooperative Marketing" by Aaron Sapiro was one of the outstanding parts of the program.

Among officials who participated in the program were: The President of the United States, who received the delegates at The White House and talked to them for about 20 minutes; Secretary of Agriculture Gore, who gave an informal talk expressing his best wishes and kindly feeling toward the work being done by people engaged in cooperation, and an address by Secretary of Commerce Hoover.

Other addresses included: "Lessons of the Year" by Judge R. W. Bingham; "Agriculture's Own Way Out", Hon. Frank O. Lowden; "The Real Test in Cooperative Marketing", Hon. Carl Williams; "The Canadian Wheat Pool", by the President, Canadian Cooperative Wheat Producers, Ltd.; and "Cooperative Credit" by the President and General Manager of the Burley Tobacco Growers Cooperative Association, Lexington, Ky.

The conference was held jointly with the third annual meeting of the National Council of Farmers Cooperative Marketing Associations.

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NEW FOREIGN OFFICE TO BE  
OPENED BY FEDERAL BUREAU.

To stimulate the movement of American agricultural products in Europe, with special reference to the small grains, cotton, meats, meat products and fruits, the Federal Bureau of Agricultural Economics will open in the near future an office at either Budapest, Hungary, or Vienna, Austria.

G. C. Haas sailed for Europe on January 3, to interview officials of foreign governments and to assist in reporting upon the potential demand for American agricultural products. After conferences at Berlin with W. A. Schoenfeld, who is engaged in correlating the work of the European representatives of the Federal bureau, Mr. Haas will take charge of the office to be opened. He will also assist with statistical investigations now under way in connection with several lines of work.

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MISSISSIPPI TOMATO DEAL  
FOR 1924 REPORTED UPON.

The Mississippi tomato deal, season 1924, is summarized in a mimeographed report prepared by G. D. Clark, of the Federal Bureau of Agricultural Economics, and now available.



DECEMBER SURVEY SHOWS  
DECREASE IN PIGS.

A decrease of about 30% in the number of sows farrowing in the fall of 1924 compared with the number farrowed in the fall of 1923 in the Corn Belt States is indicated by a preliminary tabulation of the results of the pig survey made as of December 1 by the United States Department of Agriculture in cooperation with the Post Office Department through the rural carriers. The number of pigs saved, however, is indicated as only around 24% less than last fall, due to the larger number saved per litter this fall. The very favorable weather conditions during the fall months this year probably is largely responsible for this increased number of pigs saved per litter.

The number of sows bred or to be bred for farrowing in the spring of 1925 in the Corn Belt is reported at about 10% less than the number that actually farrowed in the spring of 1924. Based upon results of previous surveys this would indicate a probable reduction of from 15 to 25% in sows that will farrow next spring, compared with the spring of 1924.

The reduction of 24% in the crop of fall pigs follows a reduction of over 17% in the spring crop, shown by the survey of last June. The total pig production in the Corn Belt in 1924 was probably fully 19% less than in 1923. Quantitatively, this represents a reduction from 1923 of between 11,000,000 and 12,000,000 head in total hog production.

The preliminary tabulation for the Southern States indicates a decrease in fall pigs of about the same percentage as for the Corn Belt, but a smaller percentage reduction in sows bred or intended to be bred to farrow next spring.

The final figures giving complete details by States and regions will be issued about January 12.

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FRUIT VALUES ABROAD  
TO BE SURVEYED.

In a letter received by the Federal Bureau of Agricultural Economics, Edwin Smith, representative of that bureau who is now abroad studying the marketing of fruits and vegetables, states that he is making arrangements with J. Forsyth Smith, the Canadian Trade Commissioner at Liverpool, to conduct a two-months survey of fruit values. The study will include a comparison of interior markets with the port markets where the heavier portions of Canadian and American apples are sold at auction as soon as discharged. To do this, Mr. Smith plans to spend a period between the middle of January and March in Liverpool. At the same time he will be working on some inspection problems.



THE AGRICULTURAL APPROPRIATION  
BILL AS PASSED BY THE SENATE.

The Agricultural Appropriation Bill, H. R. 10404 for the fiscal year ending June 30, 1926, was passed by the United States Senate today in practically the form it was reported from the Senate Committee on Appropriations. The total for the Federal Bureau of Agricultural Economics in the bill in its present status is \$4,818,308, which is an increase of \$98,375 over the bill as it passed the House of Representatives. The increases made by the Senate Committee and passed by the Senate are: Marketing and Distributing Farm Products, \$8,123, which makes the total the same as the current year, and Market News Service, \$90,252 making a total for this service of \$800,000. The total for the bureau as carried in the Senate bill is \$59,566 more than the total of available funds for the current year.

The limitation put upon Washington salaries applies to the bureau as a whole and not to individual appropriations as submitted by the Bureau of the Budget. The limitation on Washington salaries for the Bureau of Agricultural Economics was increased by the Senate Committee from \$1,784,375 to \$1,795,000.

The following table shows the amount allowed by the Senate for each appropriation:

Appropriation	Total Appropriation 1 9 2 5	Amount passed by the Senate 1 9 2 6	Increase to or Decrease from 1 9 2 5
"Salaries".....	\$1,176,073	1,162,666	\$13,407-
General Expenses:			
Administrative expenses..	37,933	36,613	1,320-
Farm Management & Practice.)	276,760	261,586	15,174-
Cost of Production.....)			
Marketing & Distributing			
Farm Products.....	550,988	550,988	--
Crop & Live Stock Estimates	407,550	407,550	--
Foreign Competition & Demand	65,360	65,360	--
Market Insp. of Per. Foods.	354,640	348,755	5,885-
Market News Service.....	709,748	800,000	90,252+
Enforcement of U.S. Cotton Futures and Cotton Standards Act...	188,500	188,500	--
Enforcement U.S. Grain Stand. Act.	598,940	598,940	--
Enf. U.S. Warehouse Act.....	197,060	205,060	8,000+
Enf. Standard Container Act....	5,000	5,000	--
Completion of Wool Work.....	11,290	11,290	--
Operation of Center Market....	178,900	176,000	2,900-
Total.....	\$4,758,742	\$4,818,308	59,566+



COOPERATIVE MOVEMENT MARCHES  
FORWARD IN WISCONSIN.

Sixty-five thousand of the 180,000 farmers in Wisconsin are in some statewide cooperative marketing and selling organization, according to Edward Nordman, Wisconsin State Commissioner of Markets.

About 10 per cent of the 400 foreign cheese factories are now in the process of being federated Mr. Nordman pointed out. With the exception of the foreign cheese and the potato industries the farmers of the state are well organized.

From 85 to 90 per cent of the farmers of the state are in some form of cooperative either local or statewide, Mr. Nordman stated.

"These figures show that the state is becoming more and more committed to the cooperative idea," said Mr. Nordman. "Our next pressing problem is to build up the buying power of the masses so that the demand will be adjusted to the supply."

Foreign cheese producers in the southern part of the state are now being organized into a cooperative federation. The work is proceeding gradually, the commissioner said.

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WALNUT GRADES TO BE  
RECOMMENDED BY FEDERAL BUREAU.

As a result of the investigation of walnut grading in California recently completed by the Federal Bureau of Agricultural Economics, it is expected that walnut grades will be recommended for the 1925 crop. J. W. Park made the studies in cooperation with the California State Department of Agriculture and the California Walnut Growers Exchange.

President Charles A. Park, of the Oregon State Horticultural Board, also is cooperating with the Federal bureau to determine whether or not the grades to be recommended for the California crop will be suitable for the Oregon crop.

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WOOL GRADING SCHOOL  
TO BE CONDUCTED IN UTAH.

Arrangements are being made by the Director of Extension of Utah for holding a wool grading extension school in that State the latter part of this month. George T. Willingmyre, Wool Specialist of the Federal Bureau of Agricultural Economics, is now en route to the West to attend the annual meetings of wool growers as follows: Annual convention of Idaho Wool Growers Association, Boise, January 12-13; annual convention of Oregon Wool Growers Association, Pendleton, January 14-15; annual convention of Washington Wool Growers Association, Ellensburg, January 16-17; and annual convention of the National Wool Growers Association, San Francisco, January 22-24.



NEW BULLETIN ON COOPERATION AVAILABLE.

"Development and Present Status of Farmers' Cooperative Business Organizations" is the title of Department of Agriculture Bulletin No. 1302 just received from the printer.

This publication which was prepared in the Division of Agricultural Cooperation by R. H. Elsworth, contains the statistical information collected by the department during the past eleven years. Much of the statistical material was prepared by Miss Grace Wanstall and William H. Baker. There are 95 tables and 37 maps and charts. The statistical material has been compiled so as to show the number of associations of each kind in the various states in 1913, 1915 and 1924. Considerable data are given regarding the membership and the amount of business handled by the different kinds of organizations. Year of formation was reported by over 5,000 associations which information has been tabulated so as to show the periods of rapid expansion for the different kinds of organizations. Special tables have been compiled for the associations handling grain, livestock, butter, cotton, rice, tobacco and wool.

There are also included within the pages of the bulletin tables dealing with consumer cooperation and 7 tables giving the available information regarding associations which have "gone out of business" and the reasons therefor.

Another feature of the publication is a set of 30 tables giving the available statistical and historical information regarding some of the larger or better known of the active associations.

As arranged, the bulletin is a "source-book" of agricultural cooperation in the United States which can be used in connection with college courses in cooperative marketing.

Copies may be had upon application to the Office of Publications, Department of Agriculture, Washington, D. C.

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FEDERAL STANDARDIZATION WORK  
PROVING VERY POPULAR.

Federal grades for fruits and vegetables are meeting the needs of producers, consumers and dealers throughout the country, if the requests for additional work along grading lines received by the Federal Bureau of Agricultural Economics can be considered an indicator of the popularity of Federal standards. During the past week, H. W. Samson, in charge of fruit and vegetable standardization work, has received requests from various sources asking that the bureau recommend grades for dried apples, dried prunes and for a number of fruits and vegetables for use in transactions between growers and canneries. The bureau inaugurated work along the latter line when it recommended grades for cannery tomatoes.

The president of the Oregon State Board of Horticulture, Charles A. Park, is particularly interested in having Federal standardization work include additional products and has indicated that Oregon is desirous of having grades for berries established.



IN CONGRESS.

The following new bills were introduced in Congress during the past week:

S.3778, by Senator Capper, to establish standard weights for loaves of bread, to prevent deception in respect thereto, and to prevent contamination thereof, and for other purposes.

S.3783, by Senator Ransdell, amending the cotton futures act and the cotton standards act.

H.R. 11076, by Mr. Knutson, amending an act to regulate commerce with foreign countries, and to encourage the industries of the United States.

H.Doc. No. 520, - The Budget Bureau recommended to Congress that an appropriation of \$150,000 be made for the use of the Reclamation Service for use in conducting economic surveys of reclamation projects.

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UNITED STATES CIVIL SERVICE  
EXAMINATIONS ANNOUNCED.

Applications for Specialist in Cotton Classing at \$3,800 a year, and for Associate Specialist in Cotton Classing at \$3,000 a year, will be rated by the Civil Service Commission as received until January 27. Competitors will be rated on education, experience and fitness and on a thesis or discussion to be filed with the application.

Assembled competitive examinations for Assistant Agricultural Statistician at \$2,400 and for Junior Agricultural Statistician at \$1,800 will be held throughout the States on January 21.

Additional information and application forms may be had from the United States Civil Service Commission, Washington, D. C.

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WE LOSE AN EDITOR.

B. B. Jones, in charge of the market news service of the Wisconsin Department of Markets, has for the last year been an enthusiastic supporter of State and Federal Marketing Activities. On December 27, his enthusiasm reached the point where he undertook to support the editor. And now that Miss Bonebrake is Mrs. Jones, she is devoting much of her time to marketing activities in Wisconsin.



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January 14, 1925.

Vol. 5, No. 2.

## NEW YORK HAY DEALERS' ASSOCIATION WANTS SHIPPING-POINT INSPECTION.

Shipping-point inspection for hay in New York State is to be inaugurated if the plans of the New York State Hay and Grain Dealers Association materialize. The directors of this association have appointed a committee to take such steps as are necessary to secure, either through special bill or otherwise, an appropriation from the legislature to enable the Department of Farms and Markets to carry out its program for establishing shipping-point inspection for hay and for other work along similar lines.

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## GEORGIA TO HOLD FARMERS' WEEK.

<sup>4</sup>K The week of January 26-31 has been set aside as the annual Farmers' Week at the Georgia State College of Agriculture, according to an announcement just made by authorities of the institution. A comprehensive program is being arranged, and an effort will be made to cover the important problems to be faced by Georgia farmers in 1925.

The backbone of the week will be the study of all phases of agriculture and home economics - the presentation in class and lecture of the latest and best information on these subjects by men and women who have made them their life study.

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## UNIQUE METHOD OF SELLING MARKET NEWS.

Foreign broadcasting stations have a very interesting and really logical way of broadcasting economic information to farmers writes W. A. Schoenfeld, representative of the Federal Bureau of Agricultural Economics, now at Berlin. Prices and other agricultural information are sent out in code, that is the words are spoken in code form. The recipient, who has previously subscribed to the service, decodes the words and has the information before him. When subscriptions become due, the code is changed.



NEW YORK BUREAU ASSISTS  
IN LAUNCHING EGG COOPERATIVE.

With the assistance of the New York Bureau of Markets, the Central New York Egg Producers Cooperative was recently organized at Utica. The main purpose of this organization is the marketing of a high grade standardized egg in the city of Utica to be sold in cartons of twelve only, and to be known as the "Appex" brand. The New York Bureau advises that this is an interesting movement from a marketing standpoint, because all of the eggs are produced within a radius of twelve miles of Utica and will be sold only in that city.

U. S. GRADES FOR JOHNSON HAY  
AND MIXTURES TO BE FORMULATED.

To summarize and review work accomplished on grades for Johnson hay and its mixtures, representatives of the Alabama Polytechnic Institute, the Texas A. and M. College and the Federal Bureau of Agricultural Economics, met at Auburn, Ala. last week. The manager of the Alabama Cooperative Hay Shippers Association and Alabama shippers, brokers and dealers interested in the production and marketing of Johnson hay also took part in the informal conference. A large exhibit of Johnson hay, Johnson-Alfalfa mixed hay and Johnson-Lespedeza mixed hay was displayed. Results of the studies are to be used as a guide in formulating United States grades for Johnson hay and its mixtures.

AMERICAN INSTITUTE OF AGRICULTURE  
TO BE INCORPORATED UNDER D. C. LAW.

The American Institute of Cooperation will be incorporated under the District of Columbia law providing for educational institutions. This was decided at the meeting held at Chicago early in December by those interested in the proposed institute. At the meeting it was also decided to substitute "American" for "International" in the name of the proposed organization.

NORTH CAROLINA COUNTY AGENTS  
INSTRUCTED IN EGG GRADING AND CANDLING.

A discussion of standardization of eggs and a practical demonstration of egg candling and grading was an important part of the program of the annual conference of county agents of North Carolina, held at Raleigh, January 6-12. J. M. Borders of the Federal Bureau of Agricultural Economics discussed the standardization of eggs at one session and on four afternoons gave practical demonstrations and instruction to the county agents on the candling and grading of eggs. There were eighty-three county agents who received the instruction and Mr. Borders reports that he was gratified at the eager interest taken by the county agents in the practical demonstrations of candling and grading.



IOWA FURNISHES INFORMATION .  
FOR ITS COOPERATIVES.

To discuss the available Iowa legal forms in the light of their adaptability to the different purposes of farmers' organizations is the purpose of issuing a bulletin entitled, "Cooperating Under the Iowa Cooperative Laws", according to Frank Robotka, the author. This bulletin was recently issued by the Agricultural Experiment Station of the Iowa State College of Agriculture and Mechanic Arts at Ames.

Three Iowa laws are available for associations desiring to incorporate: - The ordinary corporation law, the cooperative stock law of 1915, and the cooperative nonstock law of 1921. Important features of the three laws are presented in tabular form for ready reference and comparison. Recommendations are made for financing nonstock associations, for handling the revolving fund, for changing the form of organization, dissolving the old company, and other matters.

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ACTIVITIES IN AGRICULTURAL COOPERATION  
OUTLINED BY FEDERAL BUREAU.

"The Division of Agricultural Cooperation" is the title of a 9-page mimeographed pamphlet prepared by the Federal Bureau of Agricultural Economics and now available for distribution. The pamphlet contains an outline of the division's activities, staff, and publications, prepared for the information of persons or organizations interested in cooperative marketing.

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RULES FOR TRADE ETHICS  
TO BE WORKED OUT.

Lloyd S. Tenny, Assistant Chief of the Federal Bureau of Agricultural Economics, is very enthusiastic about the outcome of the meeting of the American Fruit and Vegetable Shippers Association, which he, in company with W. A. Sherman and E. W. Stillwell, also of the Federal bureau, attended at Chicago last week. Mr. Tenny feels that one of the most far-reaching moves in marketing work since his connection with the Federal bureau was the action of the Trade Relations Committee in recommending that the Bureau of Agricultural Economics be asked to work with it and other trade organizations in drafting rules and regulations for trade conduct, and the unqualified endorsement by the whole association of that recommendation. In this system of trade ethics to be worked out, the organization desires that a method of adjusting disputes - financial as well as controversies over grade, condition, etc. - be provided. Mr. Tenny foresees great possibilities in working with the trade in the establishment of an arbitration committee to handle disputes.



RECOMMENDATIONS FOR INCREASINGFOREIGN DEMAND FOR AMERICAN FRUITSUBMITTED BY FEDERAL OFFICER.

Possibilities of increasing the foreign demand for American apples and grapefruit are being studied by Edwin Smith, of the Federal Bureau of Agricultural Economics. In a recent report submitted by Mr. Smith, he summarizes the results of his investigations to date. A number of his observations are given below as being of interest to State marketing officers.

Development of Grapefruit Markets Urged.

Specific recommendations for increasing the use of and popularizing grapefruit in Great Britain are made after a visit to the markets of Liverpool, Manchester, Birmingham, Sheffield, Newcastle-on-Tyne, and Glasgow, where Mr. Smith studied the sources, quality, demands, and prices of this fruit. These recommendations are: Regular supplies of good quality grapefruit to be sold at not more than \$4.75 delivered, or \$3.50 f.a.s. New York; the spreading of these supplies to wholesalers in every market according to their requirements; and the carrying to the consumers of educative features on the desirable qualities of the fruit and how it should be prepared for use. To follow out these suggestions, an organized program on the part of the industry would be required, Mr. Smith points out.

With reference to increasing the demand for grapefruit, Mr. Smith reports that the grapefruit grower has to help him one very marked characteristic among British people, that is, the tendency to keep in health and to use various helps thereto. The British fruit trade is exploiting that characteristic as is seen in its advertising slogan--"Eat more fruit and keep fit."

Members of the British trade interviewed by Mr. Smith stated that the fruit ought to sell well because it is a great tonic. To this, Mr. Smith adds "From the bitterness of some that I have tasted, I should say that up to the present the grapefruit consumed in Great Britain would give the impression of being a tonic more than anything else."

Sources. --In addition to South Africa, Isle of Pines, Jamaica, Florida and California, fruit has been coming from Porto Rico and Jaffa.

Sectional Demands. --The greatest demand for grapefruit is in London, generated by the American tourist. Here the demand for grapefruit appreciably falls off when autumn stops the flow of tourists. On account of the heavier supplies coming to London, it is looked to by many markets in the provinces for its supplies. Birmingham has witnessed an increase in the use of grapefruit and most wholesalers there foresee a good future for the fruit. Liverpool and Manchester give promise of a better outlet.

Glasgow, A Primary Fruit Market.

Glasgow, the second largest city in the British Empire, is a primary fruit market of Great Britain. Because of its situation on



the west coast, and because of direct sailings and the heavy commerce with all of the ports of the New World, Glasgow has come to be a primary market for imported fruits and vegetables, ranking after Liverpool as such, but almost equal to London in importance.

A large area of northern England and Ireland and all of Scotland receive their supplies of imported fruits through Glasgow. Cities as far south as Sheffield draw upon Glasgow for fruits. A very inconsiderable proportion of the supplies passing to the interior cities is shipped directly through Glasgow to destination. They are consigned to the port city and there are sold to local and provincial wholesale buyers almost entirely at auction.

#### Increase in Demand

##### for Delicious Apples.

Members of the trade in the principal apple markets of the continent were interviewed. Mr. Smith's itinerary included visits to Rotterdam, Amsterdam, Berlin, Bremen, Hamburg, Copenhagen, Gothenberg, Stockholm and Christiania. After January 15, he may be reached c/o Canadian Trade Commissioner, 31, North Johns Street, Liverpool.

In commenting on variety preferences in British markets, Mr. Smith reports:

"Although a long time favorite in American markets, British markets have had a decided aversion to the Delicious. The Glasgow trade is universally of the opinion that there has been a decided change in this respect the last year and that now Delicious apples are being eagerly sought after. This swing-about had its inception through the efforts of an Edinburgh retail fruit merchant who appreciated the qualities of the variety and took active steps to introduce it to his trade. He created a demand for the Delicious that soon made him the most eager buyer of this variety on the Glasgow auction. This attracted other buyers to the Delicious and they put it in stock, after which the natural demand of the people took care of the situation.

"The northern markets demand larger apples and are more especially keen for bright red varieties than other British parts. It is a mistaken idea in some parts of the United States that British markets demand yellow apples. They do appreciate and demand the Yellow Newton and Albemarle Pippin (which are one and the same variety), but after that the Jonathan and York Imperial are most in favor. The Spitzenberg, Baldwin and Ben Davis are all in demand, the latter because it usually arrives in a sound condition and is red in color.

"The recent increase in popularity of the Delicious illustrates how reports from the fruit trade may be misleading on the real likes of the people. The potential demands of the people are often quite different from the apparent demands. In the case of the Delicious, it is quite surprising to me that the development took place, because the Delicious that arrive in Great Britain are not a fair representation of the variety, usually being small with not too good color, indicating abnormal fruit, possibly grown on the under limbs or in the centre of the tree."



GRADING OF HONEY SUBJECT OF  
CONFERENCE IN NEW YORK STATE.

With the exception of a start made in connection with standard grades for honey, no new projects of special importance were undertaken during December by the New York Bureau of Markets, according to the monthly report of H. Deane Phillips, Director. Grading matters and especially shipping-point inspection continue to receive increasing attention from farmers and shippers as is indicated by numerous requests received for conferences on grading matters and for representatives of the bureau to speak at meetings on that subject, the report states.

One of the more important conferences held during December, the report continues, was in regard to bringing about the use of standard grades for honey. This was held at the Albany office on December 19 as a result of a resolution adopted at the last meeting of the Honey Producers Association and was attended by representatives of the State Honey Producers' Association, the State College of Agriculture and the State Department of Farms and Markets.

The discussion brought out the fact that although practical grades for comb honey have been worked out and might be put into effect the same is not true for extracted honey where the difficulty of devising a dependable color standard has so far been a stumbling block. Dr. E. F. Phillips, representing the New York College of Agriculture, who was formerly with the United States Department of Agriculture, had worked on this problem and was able to report at first hand regarding its present status.

The conclusion of the conference was to the effect that because of the importance of a uniform nation-wide standard, the United States Department of Agriculture should be urged to issue at once tentative grades for comb honey and that these might then be made official in New York State under the Farms and Markets Law, leaving the matter of grades for extracted honey to be handled in similar fashion as soon as they could be perfected. In line with this conclusion a communication has been sent to the Federal Bureau of Agricultural Economics urging action as indicated. The matter will come up again at Ithaca on January 26 at which time the college will start a week's short course in bee-keeping.

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OBSERVATIONS MADE IN STUDY OF CONSUMER  
DEMAND FOR MILK BEING MADE PUBLIC.

A series of five articles on milk advertising are being released to the press by the Federal Bureau of Agricultural Economics. These articles are based upon data secured from the study of consumer demand for milk recently conducted in Philadelphia, Pa. by the Federal bureau. The suggestions of points to be emphasized in advertising milk should be of interest to advertisers of other food products. Copies of these releases, which are entitled "Hints on Milk Advertising", may be had from the Press Service of the United States Department of Agriculture, Washington, D. C.



KENTUCKY OUTLINES SHORT COURSE  
IN MARKETING AND COOPERATION.

Announcement has been made by the College of Agriculture of the University of Kentucky of a short course in marketing and cooperation to be held the week of January 19-24. The course of study will include marketing, cooperative organization and related subjects. The marketing discussions will cover the services performed during the marketing processes, the classes of middlemen involved in marketing and their functions, the methods of marketing specific farm products such as livestock, wool, tobacco, dairy and poultry products. The periods to be devoted to cooperative marketing are designed to bring out the place of the cooperative association in marketing, why farmers organize, the work that cooperative associations can perform, the progress made for various commodities, the organization forms and plans employed, the steps to take in organizing, the methods of incorporating under state law and the essentials for success.

In addition, the importance of grading, problems of storage, transportation questions, agricultural financing methods, prices and factors influencing them, the sources and use of crop and market information, the agricultural situation and the outlook for the future will be discussed by instructors who have given special study to these matters.

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BREVITIES.

THE BURLEY TOBACCO GROWERS' COOPERATIVE ASSOCIATION has made arrangements to place its own salesman in Europe with an office at Brussels.

QUALITY MERITS of the butter produced by the Milk Producers Association of Central California is being advertised by motion pictures. A film has already been sent to Honolulu where the association disposes of many pounds of its butter.

CONSUMER PACKAGES for potatoes are being tried out by the Minnesota Potato Growers Exchange, St. Paul, Minn., in an effort to create increased demand for potatoes.

PRINCIPLES OF COOPERATIVE MARKETING were among the subjects taught at a short course for farmers held recently in Texas under the auspices of the Texas Wheat Growers' Association.

A COMMITTEE has been appointed by the Empire State Federation of Beekeepers Cooperative Association Inc. to confer with a representative of the New York Bureau of Markets relative to plans for an extension program for 1925.

A HOUSE TO HOUSE CANVASS will be undertaken in five cities by the Federal Bureau of Agricultural Economics to obtain data relative to consumer demand for meat. The cities are: Minneapolis, Lincoln, Oklahoma City, New Orleans, and Birmingham, Ala.



IN CONGRESS.

The few changes made in the Agricultural Appropriation Bill on the floor of the Senate included an amendment incorporating the provisions of the Ransdell bill in the item covering the Cotton Futures and Cotton Standards Act. This amendment reads as follows:

"Including such means as may be necessary for effectuating agreements heretofore or hereafter made with cotton associations, cotton exchanges, and other cotton organizations in foreign countries, for the distribution, use, and observance of universal standards of cotton classification, for the arbitration of settlement of disputes with respect thereto, and for the preparation, distribution, inspection, and protection of the practical forms or copies thereof under such agreements."

The bill has now gone to the Conference Committee which is composed of five members from the Appropriations Committee of each House, for consideration of all amendments which were made by the Senate to the House bill. The conferees on the part of the Senate are: Mr. McNary, of Oregon; Mr. Jones, of Washington; Mr. Capper, of Kansas; Mr. Smith, of South Carolina; Mr. Overman, of North Carolina;

and on the part of the House: Mr. Madden, of Illinois; Mr. Magee, of New York; Mr. Wason, of New Hampshire; Mr. Buchanan, of Texas; Mr. Lee, of Georgia.

New Bills

S. 3872, by Senator King, to amend section 202 of the Federal Farm Loan act, as amended.

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WE FIND AN EDITOR.

Clement E. Trout, who is being appointed Associate Economic Analyst in the Federal Bureau of Agricultural Economics, effective January 16, will among other duties, prepare the weekly copy of "Marketing Activities". He will be assigned to the Division of Information of the bureau to assemble, analyze and prepare for extension uses information on farm management, marketing, crop estimating and foreign market conditions. He will assist also in handling extension problems and technical questions from extension workers and will supervise the preparation and distribution of economic charts.

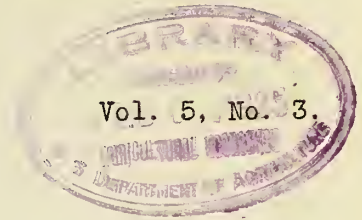
Mr. Trout received a B. S. degree in agriculture from the University of Illinois in 1917 and a M.S. degree in agricultural journalism from the University of Wisconsin, 1924. He has taught agriculture in high school; served as a Scientific Assistant in Forage Crops in the Federal Bureau of Plant Industry, farmed, and for four years--October, 1920- June 30, 1924,-- was a Training Assistant with the U. S. Veterans Bureau. Since his resignation last June he has been in the employ of the University of Wisconsin where he also took up post graduate work specializing in agricultural journalism and economics.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

January 21, 1925.



## OUTLOOK REPORTS FOR 1925 AGRICULTURE TO BE RELEASED FEBRUARY 2, 4, and 6.

The series of reports on the economic outlook for leading crops and livestock produced in the United States this year and for the foreign and domestic demand will be issued by the Federal Bureau of Agricultural Economics under dates of February 2, 4 and 6.

The reports will be prepared by bureau economists based upon all available data from both foreign and domestic sources so that farmers will have a comprehensive view of the general agricultural outlook. Eighteen reports will be issued covering: Dairy products; poultry and eggs; beef cattle; sheep and wool; hogs and corn; fruits, vegetables and nuts; wheat, rye and rice; cotton; feed crops; sugar; flaxseed; tobacco; potatoes and sweet potatoes; foreign demand, domestic demand; factors affecting production costs; credit; and the use of land and labor.

The reports issued on February 2 will deal with the demand situation in the United States and foreign countries and the outlook for the principal cash crops, such as cotton and the bread grains. The February 4 reports will relate to the outlook for livestock production and the production of feed crops. The February 6 reports will deal with the outlook for minor crops, review the agricultural credit situation and outline the situation relative to the major expenses of agricultural production such as fertilizer, labor and machinery. The entire report will be printed as a single circular, to be available for distribution as soon after February 10 as possible.

It is the plan of the Federal bureau to release the outlook reports in time to give farmers a chance to formulate their intentions, after which the bureau will issue its intentions-to-plant report.

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## NEW POTATO GRADING LAW PROPOSED FOR MICHIGAN.

Michigan's proposed State potato grading law, bearing the unanimous endorsement of the committee of growers and shippers appointed three weeks ago to draft the bill, has been placed in the hands of the legislative committee of the producers and dealers with the recommendation that it urge the legislature to enact it into law immediately.

The bill not only fixes the standard grades for potatoes but provides regulations on packing, sale and inspection, and contains a penalty clause covering violations of the act. The bill, as drafted, would apply as much to truckers as to carlot shippers. The present law, a promulgation of the State Department of Agriculture, does not reach the trucking business.



### U. S. WALNUT GRADES MEET WITH APPROVAL IN CALIFORNIA.

The California Walnut Growers Association and various independents have approved the U. S. grades for walnuts, as drafted by J. W. Park, of the Federal Bureau of Agricultural Economics, and F. L. Kellogg, of the California State Department of Agriculture, following their investigation during the past few months in the various walnut-producing sections of California. These grades are based somewhat on the standards which have been in use by the association during past seasons, and provide for "U. S. Fancy", "U. S. No. 1", "U. S. No. 2", and "Unclassified" walnuts. Size requirements also are specified in the grades, and provide for a Small, Medium, Special Medium, Large and Jumbo classification.

In a letter from G. C. Henry, of the California Bureau of Standardization, he states: "The walnut interests are very desirous of having a minimum cracking requirement placed in the California Fruit and Vegetable Standardization Law, and plan to have this done during the coming sessions of legislature, when the law will be revised. Such a law would provide that it will be unlawful to ship walnuts which crack over 20% serious internal defects. This is virtually the same as the requirements for Internal Qualifications in the U. S. No. 2 Grade.

"The Association shipped about 2,000 (\*) cars of walnuts this year, and it is expected that this total will be increased the coming season, as their previous yearly records show a decided upward trend. As a result of the establishment of Federal Grades, indications are that most of the walnuts shipped from the State may be inspected by the joint Federal-State Inspection Service during the coming year." \*Other estimates of shipments range between 1,200 and 1,500 cars.

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### PREPARATION OF PROFIT AND LOSS STATEMENTS DISCUSSED.

"Preparation of Profit and Loss Statements for Retail Meat Shops" is the title of a preliminary report prepared by K. B. Gardner, Associate Marketing Economist of the Federal Bureau of Agricultural Economics and now available for distribution. Although the preparation of profit and loss statements is discussed from the viewpoint of the retail meat shop, the methods explained can be used, with slight variation, in the preparation of statements for any other retail business of moderate size.

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### IMPERIAL VALLEY LETTUCE DEAL REPORTED UPON.

The Imperial Valley Lettuce Deal, for the season 1923-24, is summarized by C. E. Schultz in a mimeographed report just issued by the Federal Bureau of Agricultural Economics. Market reports on lettuce were issued at the El Centro, Calif., office January 8 - April 11, 1924. The season's shipments reached a total of 9,548 cars. Copies of the report may be had upon application to the Bureau of Agricultural Economics, Washington, D. C.



STANDARDIZATION WORK ON ALFALFA  
AND WILD HAY NEARLY FINISHED

Tentative grades for alfalfa and wild hay will be prepared and submitted to the producers and dealers early this spring if the results of the conferences being held this week at the Kansas City Hay Standardization Laboratory of the Federal Bureau of Agricultural Economics come up to expectations. The work done thus far on standardization and the preliminary drafts of the grades for these kinds of hay will be considered along with the results of field and market studies conducted during the past year.

The data before the conference has been obtained by representatives of the Bureau and cooperating agents from a number of the State Experiment Stations from the analysis of about 400 bales of alfalfa at the Washington and Kansas City laboratories and 300 bales of wild hay at the Washington, Kansas City and St. Paul laboratories. Results of the mechanical separation of the hay for mixtures, foreign materials and leafiness, measurements of texture, and measurements of color by the Munsell System in accordance with the method recently developed in the Washington laboratory, are included.

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TEXAS MARKET NEWS SERVICE  
DEVELOPING RAPIDLY.

Arrangements for wider distribution of market information in Texas was outlined in a recent letter from J. Austen Hunter, of the Texas Radio Market News Service. The service is under five heads, as follows:- radio telegraph; radio telephone; mimeographed reports; newspaper work, and special weekly reviews and news features. Communication in code is established between Austin and the Naval radio station at Brownsville and the Army station at Laredo. This enables the rapid distribution of reports in the lower Rio Grande Valley. Prof. Mally, County Agent at Laredo, will put out a typewritten sheet, showing shipments and markets, for distribution among carlot operators at that point. A copy also will be furnished the Laredo Times for publication in the afternoon edition.

At Brownsville, the Brownsville Herald will print the complete market report received in the early afternoon by radio. This paper, which is issued at 4:30 p.m., will be carried up the Valley by buss line, reaching Harlingen by 5:30, Mercedes at 6, and Mission by 7 p.m., thus touching all the important loading stations before dark each day. One copy of the daily report also will be addressed to each local agent on the Gulf Coast Lines and carried by railroad mail service to the respective stations, where the reports will be posted prominently on bulletin boards.

Arrangements have been made to have the radiophone reports copied and posted at Winter Garden, Crystal City and Carrizo Springs. One of the hotels at Carrizo Springs also will post the Austin mimeographed report in its lobby. The newspaper work will be expanded, chiefly as a result of the rearranged Associated Press circuits, which will give Austin direct service to all the principal cities throughout the State. The Dallas News will be given a private wire each day for broadcasting from Station WDAA. The San Antonio Express is especially anxious for all reports, and the speedy service to Houston papers will reach growers and shippers in South Texas.



SHORT PIG CROPPROSPECT FOR 1925

A hog production for 1925 as small as any during the past ten years is indicated in the December 1 pig survey, made by the United States Department of Agriculture in co-operation with the Postoffice Department, for which the final figures are now available. For the country as a whole the survey shows a decrease of 28.2 per cent in the number of sows farrowing in the fall of 1924 compared with the number farrowing in the fall of 1923. As an average of 5.45 pigs per litter were saved this fall compared with 5.07 saved in 1923, the decrease in number of pigs is only 22.2 per cent. The number of sows bred or to be bred to farrow in the spring of 1925, as shown by these final figures, is 94.3 per cent of the number that actually farrowed in the spring of 1924. The reduction in number of sows bred to farrow this spring will tend to increase the winter supply of market hogs and to decrease the supply during the summer and fall.

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FEDERAL DEMONSTRATIONAL MATERIAL  
TO BE SHOWN IN GERMANY

Photographs and charts relating to the production, grading, and marketing of American tobacco, the inspection and grading of export grain, and transparencies showing whole carcasses and wholesale cuts of pork make up demonstrational material now being sent to the Berlin office of the Federal Bureau of Agricultural Economics for use at the coming Leipzig, Germany, fair. This demonstration is for the purpose of directing the attention of consumers and dealers to the United States Government inspection and grading of export shipments.

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SPECIAL REVIEWS AN ADDED FEATURE  
OF FEDERAL GRAIN MARKET NEWS SERVICE

Reviews of the grain market situation are now being furnished to about a dozen farm and trade magazines by the Federal Bureau of Agricultural Economics. These reviews are an added feature of the grain market news service, designed to supplement the reviews dispatched every Saturday over the bureau's leased wire to Minneapolis, Chicago and Kansas City for mimeographing and distribution to newspapers in the grain belt.

In these special reviews, G. A. Collier of the Federal Bureau discusses all factors which may affect the market, and endeavors to make the story a continuous one from issue to issue. Among the journals now using the service are: The Illinois Farmer; The Dakota Farmer; Farmer and Breeder; Southern Planted; Millers Review; Dixie Miller; The Wheat Growers; American Elevator and Grain Trade; Indiana Farmers' Guide and The Hoosier Farmer.



IN CONGRESS:

The Conference Committee has reported the Agricultural Appropriation bill to the two Houses. The Conference Committee agreed upon the adoption of the Senate amendment which increased the appropriation for Marketing and Distributing Farm Products from \$542,865 to \$550,988 (the amount available for the current year) and included language providing for the completion of the investigation of the economic costs of retail marketing of meat and meat products. A compromise was reached on the Market News Service item by allowing an increase of \$10,000 over the current year instead of an increase of \$90,000 as proposed by the Senate amendment.

The Senate amendment which provides for making effective the agreements made or to be made with cotton associations in foreign countries for the adoption of universal standards of cotton classification, etc., was agreed to by the Committee.

The total for the Bureau of Agricultural Economics reported by the Committee is \$4,738,056 which is a reduction of \$20,686 below the amount available for the current year. It is expected that the conference report will be adopted by both Houses within a few days.

S. 3632, by Senator Fletcher, amending the Federal Farm Loan Act and the Agricultural Credits Act of 1923, was reported out of Senate Committee with amendment, report 861.

H. Res. 398, by Mr. Vestal for consideration of H.R. 3241, to establish standard weights and measures for mill products.

New Bills:

S. 3927, by Senator Butler, to promote the flow of foreign commerce through all ports of the United States and to prevent the maintenance of port differentials and other unwarranted rate handicaps. A similar bill, H.R. 11704, was introduced in the House by Mr. Garber.

S. 3978, by Senator Norris, to authorize the Secretary of Agriculture to cooperate with State officials, crop improvement associations or growers of seeds, and other interested parties, to encourage the production of seeds of a high varietal purity and quality.

H.R. 11668, by Mr. Winslow, creating a bureau of civil air navigation in the Department of Commerce, and to encourage and regulate the navigation of civil aircraft.

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SPECIAL REPORT ON CERTIFIED  
SEED POTATOES ISSUED.

A four-page mimeographed report on certified seed potatoes, season of 1924, has been issued by the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics. A brief discussion is presented of the situation in each of 14 leading States. Statistical tables are given on the basis of varieties for the last three years and on the basis of States during four years. This information will be printed in the January Supplement of "Crops and Markets".



SPECIFICATIONS FOR NEW AND REVISED  
FEDERAL GRADES NOW AVAILABLE.

U. S. grades for shelled runner peanuts became effective January 8, 1925. Specifications may now be had from the Bureau of Agricultural Economics, Washington. Copies of the specifications for the revised lettuce and rough celery grades are also being distributed by the bureau at this time.

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REPORT OF APPLE STORAGE  
INVESTIGATIONS ISSUED BY IOWA.

Investigations of the control and prevention of apple storage diseases are reported upon in Bulletin No. 222, of the Iowa Agricultural Experiment Station. The bulletin is available to any one who will address his request to Bulletin Section, Iowa Agricultural Experiment Station, Ames, Iowa.

This report, containing 64 pages, covers internal breakdown, apple scald, Jonathan spot and soft-scald. It describes each of the diseases and reports what measures were found most effective in the control of each.

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LAYER PACK FOR APPLES  
POPULAR IN BOSTON

That the layer pack for apples has taken the Boston market by storm during the last six months and with it has come a general agreement among all interested parties as to the need for proper grading, are outstanding developments of the Boston market brought out at a recent meeting of the Massachusetts Fruit Growers' Association and the Wholesale and Retail Dealers of Boston. The meeting, which aimed to give all a better understanding of the other fellow's problem and create a closer cooperation and better fellowship between the trade and producers, also discussed marketing expenses, the spread between growers and retail prices, and the export trade.

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CELERY MARKET REPORTS BEING  
ISSUED IN FLORIDA AND NEW YORK.

Celery market reports in Florida will be issued by the Federal Bureau of Agricultural Economics for the present from the Orlando office. The bureau may not operate the usual field station at Sanford this year. The Rochester, N. Y., office of the bureau is continuing the issuance of reports to meet local needs. A definite closing date has not been announced.

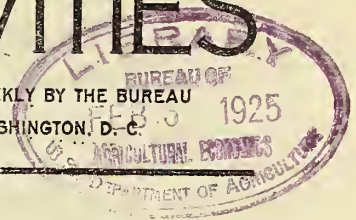
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Terminal market inspection service by the Federal Bureau of Agricultural Economics is now available at Jacksonville, Tampa and Miami, Florida.



# STATE AND FEDERAL MARKETING ACTIVITIES

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January 28, 1925.

Vol. 5, No. 4.

## ENGLISH IMPORT REGULATIONS ON FATS WAIVED FOR AMERICAN PRODUCTS

American products will not be subject to certain new restrictions on importations of edible animal fats according to a recent decision by the English Government. Enforcement of these restriction would have imposed unnecessary as well as burdensome guaranties regarding the condition of all animals from which the products come American authorities believed. They convinced the London officials <sup>that</sup> the regular inspection service by the United States Department of Agriculture insured the wholesomeness of the products bearing the usual export stamp.

All of these edible fats-- including lard, oleo oil, oleo stock, oleostearine, and edible tallow-- will be admitted to England and Wales under the same conditions as heretofore. This English trade is one of the big outlets for the surplus produced by American hog and cattle raisers. Saving this business from unnecessary and disturbing exactions is a tribute to the economic value of our meat inspection service.

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## ROADSIDE MARKETS SELL PENNSYLVANIA PRODUCTS

Roadside markets are gaining popularity in Pennsylvania according to officials of the State Bureau of Markets. They are especially important in the Erie, Pittsburgh, and southeastern sections of the State. Roadside markets are most successful close to large town and along main travelled highways. It takes an honest pack of well graded fruit to hold the motor trade, producers find. Apples and peaches were the leading fruits handled by this method during the past season.

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## EGG CANDLING SCHOOL HELD IN MINNEAPOLIS

The first egg candling and grading school by the Federal Bureau of Agricultural Economics in cooperation with state officials is being held in Minneapolis, Minnesota, and will last two weeks beginning January 26. J. M. Borders of the Federal Bureau is in charge of the school assisted by H.G.F. Hamann, recently appointed assistant in egg marketing. Requests for similar schools have been received from the state officials in Iowa and Ohio.



APPLE MARKET IN WESTERNEUROPE NEEDS REGULAR SUPPLIES

"We might speak of Rotterdam as the gateway of Western Europe for American fruits," states Edwin Smith of the Federal Bureau of Agricultural Economics in a recent report of his studies on the foreign demand for apples and grapefruit from this country. Spain, Portugal, France, and Belgium are not a market for American fruit at the present time, he says, and Rotterdam is the distributing point for Holland, the Rhineland and as far south as the Swiss border.

Transportation facilities are the principal feature making Rotterdam the primary market for this region. Direct shipments of American apples from Portland and Seattle in refrigerator ships by way of the Panama Canal have proved very satisfactory.

The so-called "Dutch System" of auction sales is not used with our fruits in either Rotterdam or Amsterdam, Mr. Smith finds. Little, if any, private selling is done by the brokers handling American apples. Auctions are held at the steamship sheds on Mondays and Wednesdays. The brokers have their men at the docks who separate the packages of fruit into piles according to variety, brand, size, and grade as they are unloaded. The fruit is then catalogued for sale in the manner that is common to all fruit auction sales.

Auctions Controlled by Buyers

An Association of fruit buyers control the auctions in Holland. The buyers Association has its own men select the samples of fruit which are to be exhibited in the auction sales rooms. Buyers from outside of Holland must act through one of the regular Association members as they cannot become members. A nominal fee amounting to about 2 1/2 cents per box is charged for this service. Some of the Dutch brokers maintain branch houses in Western Germany to work up trade and maintain direct connections with that trade.

In years of normal crops, Holland and Germany are supplied with domestic apples during the fall months. The demand for American apples does not show life until these are out of the way. Ordinarily there will be some demand for American apples for the Christmas trade starting the first of December, but the real demand comes after the first of January and lasts until the end of the season. When American shippers have consigned fruit to the Dutch market at the season when it had to compete with the domestic supply, prices have been unsatisfactory. This, of course, gives a wrong impression of the market and holds back supplies at a season when they should be active.

Rotterdam shows a much keener demand for boxed apples than for those in barrels. The outlet is for fancy fruit. Germany's quarantine against fruit showing evidence of San Jose scale may also be a factor in creating the preference for boxed apples as it is easier to determine the liability of infection in boxed fruit than in barreled so the boxes are handled more freely.

Demand Somewhat Elastic

Before Christmas this market wants red apples. After the middle of January, Yellow Newtons are in favor and among the red varieties, Jonathan, Spitzenburg, and Winesaps. Roman Beauties and Arkansas Blacks also find a market if they are in good condition and bright. The Rotterdam market is not so particular as to size as the British. It will take an ordinary run of sizes providing there are not too many 125's and larger. Apples in Holland and Germany are sold by the pound and 150 to 200 are really the favored sizes.



Being interested in boxed apples the brokers are satisfied with the present grades. As the dealers are small there is little possibility of their making purchases f.o.b. America and various conditions discourage speculation by the brokers, there is no reason for their being interested in our inspection. Mr. Smith believes that the greatest criticism of the handling of the Dutch market is the fluctuating and undependable supplies. The result has been that certain Dutch and German markets have not been handling American apples in as steady a volume nor have they been supplied with fruit of as good quality as they deserve.

### Berlin Typical Market

Commenting on Berlin as a typical apple market back of the port at Hamburg, Mr. Smith says that in years of good crops, vast supplies come from Czecha-Slovakia (Bohemia), Baden, Switzerland, Italy, Holland, Jugo-Slavia, and Roumania. After these are cleaned up, supplies come from Canada and the United States and later in the spring and summer from Tasmania and Australia. Between 1915 and 1923 supplies from these last two countries have been negligible.

In considering the markets back of Hamburg and Rotterdam, he thinks American shippers have not always appredated nor considered as much as they should, the crop of apples grown in the European sections named. From Czecho-Slovakia much of the fruit is shipped in barges. These boats hold about 100,000 kiles equivalent to over 100 tons each. They afford very cheap transportation as the barges float down the rivers and need power only a very small part of the journey. Large quantities of apples are also stored in these barges during the winter months. The water maintains an even temperature below the water line and during severe weather straw and other material is used to prevent the top of the load from freezing.

As American apples must stand an auction broker's commission of 6% at Hamburg and also a buyer's commission of about 4% before they reach distribution, it would seem profitable to send them direct to Berlin where the wholesalers charge a commission of 8% on consignments. Mr. Smith finds the wholesalers agreeing that this has not proved satisfactory, mainly on account of the difficulty of getting dependable and regular supplies.

### Market Needs Attention

Berlin dealers prefer to see what they buy so there is no interest in f.o.b. American shipping point buying. There seems to be little chance of making Berlin a primary market for American apples as long as there is not a major factor in the American apple deal with sufficient control to give a steady supply of the desired sorts. Although apples are sold by weight, the Berlin market is not so particular about small sizes as the British.

California Valenchia oranges have some sale in Berlin during the summer months, but American oranges have no chance on the market when Spanish and Italian citrus fruits are being received. As in Holland, there is no interest in our inspection system and grades. There is no interest at all in grapefruit.

Until the Berlin market is fed commensurate with its consumptive demands it will not do its share in taking our production, Smith says. Lower import taxes would undoubtedly help the consumption of American apples. With the present costs between the American producer and German consumer there is not much possibility of an outlet for lower grade apples there. The market will be largely restricted to sound, well-colored boxed apples,-- Jonathans, Spitzenburgs, Winesaps, and Newtons, and some bright barreled stock,-- York Imperials if kept in sound condition until the New Year.



REGULATIONS FOR STORING DRIED FRUIT  
ISSUED UNDER WAREHOUSE ACT

Regulations for Warehousemen Storing Dried Fruit Under the United States Warehouse Act are prescribed and published in Service and Regulatory Announcements No. 88 of the Federal Bureau of Agricultural Economics. The United States warehouse Act as well as the regulations are given. Regulations have been issued on nine other commodities. They are cotton, grain, wool, tobacco, dry beans, farmers' stock peanuts, late crop of potatoes, broomcorn, and sirup, including both cane and maple sirup. Copies of the regulations may be had by writing the Division of Publications, United States Department of Agriculture, Washington, D. C.

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TENTATIVE GRADES ADOPTED  
FOR RHUBARB CROP IN WASHINGTON

Tentative grades have been adopted for the rhubarb crop now being marketed in the region around Summer, Washington. These grade specifications were drafted by the Federal Bureau of Agricultural Economics following a study of the forced rhubarb crop. It is possible that some changes will be necessary later to make them applicable to the field-grown crop.

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NATIONAL EGG STANDARDS  
ADOPTED AT CHICAGO CONFERENCE

The tentative standards for eggs which have been proposed by the Federal Bureau of Agricultural Economics were adopted as the national standards for quality of individual eggs at a conference held in Chicago on January 19. The conference, held under the auspices of the National Poultry, Butter and Egg Association, was attended by a committee appointed by the president of the Association to represent the producers organizations, the country buyers and shippers, the city receivers and dealers, state marketing officials, and professors of poultry husbandry, with representatives of the Federal Bureau.

Besides adopting the standards, the conference authorized a committee of the National Association to work with the Federal Bureau in formulating national grades for eggs to be considered for adoption at the spring meeting of the Association to be held in St. Louis during March.

As the standards will be the basis for the grades to be established, the egg industry is trying to gain familiarity with them as rapidly as possible. The Federal Bureau is cooperating with state agencies which desire to teach these standards. Suggestions and placards for demonstrating these standards are being prepared for distribution to those who can use them. Both the standards and demonstration material may be obtained by writing to Roy C. Potts, Bureau of Agricultural Economics, Washington, D. C.



NATIONAL STANDARDS OF QUALITY FOR INDIVIDUAL EGGS

As drafted by the Federal Bureau of Agricultural Economics

and adopted by the egg trade.

	Quality Factors for Individual Eggs					
	Shell	Air Cell	Yolk	White	Germ	
U. S. Special	Clean; sound	1/8" or less	May be dim-	Firm;	No visible	
		localized;	ly visible.	clear.	development	
		regular.				
U. S. Extra	Clean; sound	2/8" or less	May be vis-	Firm;	No visible	
		localized;	ible.	clear.	development	
		regular.				
U. S. No. 1	Clean; sound	3/8" or less	May be vis-	Reason-	Development	
		localized;	ible;	ably	may be	
		may be slight-	mobile.	firm.	slightly	
		ly tremulous.			visible.	
U. S. No. 2	Clean; sound	May be over	May be	May be	Development	
		3/8"; may be	plainly	weak and	may be	
		bubbly or	visible;	watery.	clearly vis-	
		freely mo-	dark in		ible but no	
		bile	color; free-		blood	
			ly mobile.		showing.	
U. S. No. 1 Dirty	Stained or	3/8" or less	May be vis-	Reason-	Development	
	dirty but	localized;	ible;	ably	may be	
	sound.	may be	mobile.	firm.	slightly	
		slightly			visible.	
		tremulous.				
U. S. No. 2 Dirty	Stained or	May be over	May be	May be	Development	
	dirty but	3/8"; may	plainly	weak and	may be	
	sound.	be bubbly	visible;	watery.	clearly vis-	
		or freely	dark in		ible but no	
		mobile.	color;		blood	
			freely		showing.	
			mobile.			
U. S. Check or Crack	Clean or	May be over	May be	May be	Development	
	dirty:	3/8"; may be	plainly	weak and	may be	
	cracked	bubbly or	visible;	watery.	clearly vis-	
	but not	freely	dark in		ible but no	
	leaking.	mobile.	color;		blood	
			freely		showing	
			mobile.			

Specifications for Quality Factor



FEDERAL HAY INSPECTIONGAINING FAVOR AMONG BUYERS

In addition to the large number of certificates being issued on carloads of hay, several concerns who maintain large stables are now specifying United States grades when purchasing hay. Just last month a company in Philadelphia made arrangements with the Federal hay inspector in that market to visit their stables at least once a month to inspect the hay on hand and issue a certificate covering it. The inspector during December inspected and issued certificates at six stables for this Company. Practically all of this hay is being purchased from and being delivered by farmers within hauling distance of Philadelphia.

Federal inspection of hay in the stable of a very large concern in Chicago has been in vogue for some time and is proving very satisfactory not only to the company buying the hay, but also to those having contracts, in that United States grades are easy to interpret and that they are justly applied, which eliminates arguments between buyer and seller.

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TUSKEGEE NEGRO CONFERENCETO CONSIDER MARKETING

A program for marketing farm crops including the finding of a market, the preparation of the product for market, and cooperative marketing will be discussed as one of the features at the thirty-fourth annual Tuskegee Negro Conference to be held at Tuskegee Institute, Alabama, on January 28 and 29. Farmers' Day is January 28 when balanced farming, importance of seed selection, fertilization and marketing will be considered from the farmers view point. January 29 is workers day when school attendance is the main topic.

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HAY GRADING SCHOOL TO BEHELD IN NORTH CAROLINA

A three day meeting at which a course in hay grading especially adapted to the needs of dealers will be given, is being arranged by the North Carolina Bureau of Markets and the North Carolina State College of Agriculture. It will be held at the College February 17, 18, and 19. The meeting is called as a result of the interest being shown by the dealers in the Federal grades for hay.

A representative of the Hay, Feed and Seed Division of the United States Department of Agriculture will be present to discuss Federal Grades and the Federal Hay Inspection Service. In addition both Professor W.H.Darst of the College and R.B.Etheridge of the State Bureau have taken the hay grading course at the Federal Hay Standardization Laboratory in Washington. Mr. Etheridge is now licensed as a Federal Hay Inspector and is available for making inspections in North Carolina.



WHEAT FARM ORGANIZATIONSUBJECT OF FARMERS' BULLETIN

"More Profit for the Wheat Farmers of Central Kansas" is the subject of Farmers' Bulletin No. 1440 just issued by the United States Department of Agriculture. Prepared by Jesse W. Tapp, Assistant Agricultural Economist, Bureau of Agricultural Economics and W. E. Grimes, Head, Department of Agricultural Economics, Kansas Agricultural Experiment Station, the bulletin takes up the factors limiting profits on Kansas wheat farms and suggests methods of overcoming them.

The risks in wheat farming are outlined showing the possibilities of greater efficiency in production and the advantages of adding certain other enterprises to the farm operations for greater security and profits. A number of tables show the labor of producing an acre or a bushel of wheat and the variation between farms as shown by detailed records from a number of farms. Estimates of the gain from various systems of management are included. Copies of the bulletin are available from the Division of Publications, United States Department of Agriculture.

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COLD-STORAGE STATISTICSAVAILABLE FROM FEDERAL BUREAU

Statistics on the cold-storage space and cold-storage holdings of apples, dairy products, eggs, meats, lard, dressed poultry, and fish, in the United States are given in Statistical Bulletin No. 4 of the United States Department of Agriculture prepared by the Bureau of Agricultural Economics. The figures are corrected up to October, 1924.

The method of securing the statistics on cold-storage establishments is discussed along with the history of the reports which are issued regularly. The tables cover space and storage in the various states and cities, and also holdings of various commodities for a number of years past, in some cases going back to 1914-15. These holding statistics give the figures by months as well as by years and five year periods, making comparisons easy.

Copies of the publication may be secured by writing the Division of Publications, United States Department of Agriculture.

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ADDRESS SENT ACROSSCONTINENT BY AIR MAIL

An address on "The Present Status of National Egg Standardization" prepared by Mr. Roy C. Potts of the Federal Bureau of Agricultural Economics and forwarded by air mail from Washington, D. C. will be read before the meeting of the Pacific Coast Poultryman's Association at their meeting in Portland on February 2. Mr. Potts will give a similar address on February 12 during the New York State Farmer's Week at Cornell University.



IN CONGRESS.

The following new bills introduced during the past week are of interest to marketing officials:

H.R. 11816, by Mr. Haugen, authorizing the Secretary of Agriculture to cooperate with State officials, crop improvement associations or growers of seeds and other interested parties to encourage the production of seeds of a high varietal quality and purity. A similar bill was introduced in the Senate, by Senator Norris, S-3978.

H.R. 11930, by Mr. Oldfield, directing the Director of the Bureau of the Census and Secretary of Agriculture, in the announcement and publication of cotton-production figures for any one year for the United States and foreign countries, to include in the totals only actual weight of cotton ginned and baled.

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SHIPPING-POINT INSPECTION AT  
HAYWARD, CALIF. BY FEDERAL BUREAU

Shipping point inspection for broccoli and later peas is being offered by the Federal Bureau of Agricultural Economics from a temporary station at Hayward, Alameda County, California. K.R.Nutting who has been in the Sacramento Office is in charge. He reports that approximately 500 cars of broccoli will be shipped from that section, though cold weather may cut down the final production. Peas do not seem to have suffered and shipments are expected to reach 400 carloads.

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LETTUCE REPORTS BEING ISSUED  
FROM EL CENTRO, CALIFORNIA

Lettuce reports are being issued by the Federal Bureau of Agricultural Economics from a temporary field station at El Centro, California. The first report came out January 5, and the station is expected to remain open until April 1. C.E.Schultz of the Federal Bureau is in charge with headquarters in the Barbara Worth Hotel.

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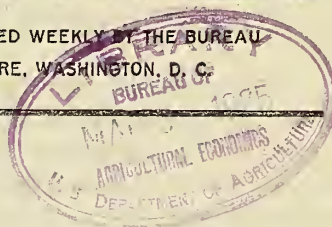
ONION HOLDINGS REPORT  
ISSUED BY FEDERAL BUREAU

A mimeographed report on late onions, showing stocks remaining in growers hands or in commercial storage on January 1, has been issued by the Federal Bureau of Agricultural Economics. This report gives comparative figures for four years, and includes the estimated production and carloads shipped to January 1, on the basis of states.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



February 4, 1925

Vol. 5, No. 5.

## PRACTICAL FARM ECONOMICS COVERED IN FEDERAL BULLETIN

"Practical Farm Economics," a small bound volume of 100 pages, prepared by Dr. Henry C. Taylor, H. R. Tolley, and J.W. Tapp of the Federal Bureau of Agricultural Economics has been issued as Miscellaneous Circular No. 32. The publication of this primer of farm economics is one step in an educational campaign planned by the authors to hasten the time when the people generally and especially on the farms think more clearly in terms of agricultural economics. It is the result of several years of effort, for the simpler the statement of these principles the more work is involved for the authors. It deals with farm management and marketing, including cooperative marketing and credit. The Federal bureau has only a limited number of copies for free distribution and the intention is to place those in the hands of persons who can be counted upon to stimulate the sale of the book to farmers and students of farm economics. This book will be sold at 40 cents per copy by the Superintendent of Documents, Government Printing Office, Washington, D. C. There will not be any free copies for general distribution. The entire free edition is being sent to county agents and other workers as mentioned above. State and federal marketing officials are to be furnished with a free copy.

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## MARKETING OF SWISS PRODUCTS HANDLED BY ORGANIZATIONS

One export corporation including the export association of farmers and the private cheese dealers handles the export business in farm products for Switzerland, stated Asher Hobson, American delegate to the International Institute of Agriculture at Rome Italy, in an address before the staff of the Federal Bureau of Agricultural Economics in Washington, D. C.

Swiss dairymen are experiencing the same pooling difficulties as some American cooperatives handling whole milk for city consumptions, he says. They have carried their cooperative movement much farther than we have however. In some cities there are milk plants owned and operated jointly by the milk dealers and the farmers. Agreements between farmers cooperative companies and consumers' cooperatives are also found in some places. The whole cooperative movement is federated through the Swiss Farmers' Union which has had a tremendous influence on the agriculture of the country since its organization some twenty-five years ago. Copies of the address are available from the Federal Bureau of Agricultural Economics, Washington, D.C.



THE AGRICULTURAL OUTLOOK FOR 1925

The general outlook for American agriculture is fairly encouraging this year, as compared with recent years. General business activity will maintain the domestic demand for the 1924 farm products still to be marketed, though there may be a slackening in domestic demand next winter. Stocks of most products do not seem likely to burden the marketing of the new crop. The foreign market for most American farm products promises to be at least as good as during the past year. Ample credit for farming purposes seems likely to be available on more favorable terms. Though the present tendency in industry points to stronger competition for farm labor in the spring and summer of 1925 than prevailed in 1924, little change in farm equipment and upkeep costs is to be expected.

For the United States as a whole, however, little change from the production program of 1924 is recommended. The high prices of wheat now prevailing can not be expected for the 1925 crop, if there is a normal world crop of wheat in 1925. An increase in the acreage of hard spring wheat is likely to result in production in excess of domestic demand and resulting lower prices. Slight increases in flax acreage, as an alternative to increased acreage of hard spring wheat may be made, but a large increase in flax is liable to result in a domestic supply in excess of current consumption requirements and much lower prices. A cotton crop as large as last year's should be absorbed at sustained prices. Present prices, therefore, should not discourage growers from planting an acreage as large as last year. The present high prices for corn do not warrant any increase in acreage of corn as the short crop of 1924 was due to weather conditions which are not often so unfavorable. On the other hand a decrease in corn acreage does not seem advisable if the decrease is offset by increases in the usual alternative crops, oats, barley, or hay for sale. The shortage and consequent high price of corn has resulted in such heavy marketings of hogs and reductions of hogs on farms that high prices will prevail for the next 18 months. Increase in fall farrowings should prove profitable as a market for the new corn crop and as a means of supplying an insistent demand for pork. Consumption of dairy products is being supported by the general business prosperity, and educational advertising has resulted in some increase in per capita consumption of milk, but the number of dairy cows on farms is now so large that further expansion of the dairy industry in 1925 does not seem desirable.

In short, producers of the major farm products should follow a program of balanced and economical production about the same as last year. In general, the higher prices realized for 1924 products were due to reduced production, here or abroad, rather than to any marked improvement in demand. Farmers should continue to devote available resources to the reduction of existing indebtedness rather than to general expansion of production which might result in another period of low returns to farming.

In making plans for 1925, farmers in each section should consider the outlook for all the commodities that they produce or can produce. Though in general marked shifts in production do not seem advisable, yet each farmer may, possibly, add to his net income for the year by modifying the acreages of his crops or the numbers of his livestock in the light of the outlook for each of the products he can grow.

This report is issued February 2-4-6, 1925, by the Bureau of Agricultural Economics. The complete report in printed form giving details concerning the various items will be ready for distribution in a few days.



PRESIDENT'S AGRICULTURAL CONFERENCESAYS CROP ESTIMATES AND MARKET NEWS VALUABLE

Crop estimates and market news as furnished by the Federal Bureau of Agricultural Economics were favorably reported to the president by the Agricultural Conference on Administration of Federal Departments and Agencies Related to Agriculture on February 2. The report dealing with this work says:

"After a careful inquiry into the scope, character, and methods of assembling and distributing information by the crop reporting and market news service of the Bureau of Agricultural Economics, United States Department of Agriculture, the Conference finds the information collected and disseminated under those services to be timely and valuable, and to be indispensable in bringing about orderly production and marketing.

"There are a number of livestock and other markets from which no reports are received at the present time. The Conference feels that the leased wire of the market news service should link up all important producing and marketing centers if it is to operate with complete efficiency, and, although the Conference heartily endorses economy and reduction in Government expenditures, it feels that expansion of this service would be justified and recommends that additional funds be made available for its proper development."

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OHIO MEETINGS POINT WAYTO MARKET ANALYSIS BY FARMERS

Producers of agricultural commodities are interested in a study of the economic problems which relate to their business organization, judging by the success of the combination lecture and school meetings, <sup>on hog production</sup> held in Ohio during the past few months.

At these meetings, held by farm management demonstrators and county agents, in the hog districts of that state, changes in the number of hogs being marketed were discussed, illustrating the movement by the experience of the older farmers present. Their experience was linked with the government reports on that point. The relation of the increase in production to hog prices made a good illustration of the cycles in the market and the seasonal variations in prices.

The corn hog ratio, using the figures on costs of feeding and production supplied by the men at the meetings, brought out forcibly the way in which various parts of the farm organization react on each other and the market. From this the discussion went into the present and future situation for corn and hogs and the use of government reports on markets, future outlook and supplies in helping work out these problems. The conclusions gave the points in favor of higher hog prices and those against an increase.

Seasonal meetings on other products are being planned on the same basis by the Ohio Extension Forces as a result of the success of the hog meetings. A study and intelligent analysis of production in relation to markets is believed by them to be basic in the farm management of their state.



ATTORNEY GENERAL RULESON GEORGIAN BAY SHIPMENTS

Attorney General Stone has issued a formal opinion that grain shipments carried by boats of foreign registry from the head of the lakes to Georgian Bay ports and thence through Canada and back into the United States for export, usually from Boston and Portland, is a violation of Section 27 of the Merchant Marine Act. The opinion was requested by Secretary Hoover and had to do directly with grain carried by vessels belonging to the Canada-Atlantic Transit company. No through rate tariffs for shipments of this nature have been recognized by the Transit Commerce Commission.

The opinion read in part, as follows:

"If the grain is transported, in a foreign vessel from an American port to a Canadian port without any intention on the part of the consignor, the consignee or a subsequent owner that the grain shall be transported to an American port, and upon arrival at the Canadian port the grain is intermingled with other grain and its identity lost, so that it may be said to have entered into the commerce of a foreign country, there has been an exportation to a foreign country and the transportation is complete upon arrival at the Canadian port. Should the consignee or a subsequent purchaser decide to export the grain from Canada to the United States, it must enter the United States as grain of foreign production and is subject to the payment of such duties as are prescribed by the existing tariff act. In order that such grain may re-enter the United States free of duty as of American production, Section 554 of the Tariff Act of 1922 and Article 219 of Customs Regulations 1923 must be complied with or the grain will be subject to seizure and forfeiture under the provisions of Section 588 of the Tariff Act."

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TENTATIVE GRADES FOR SPINACHPREPARED BY FEDERAL BUREAU

Tentative grades for spinach have been prepared by the Federal Bureau of Agricultural Economics and are available for distribution on request. The grades which do not apply to the so-called New Zealand spinach, provide for U.S.No. 1, U.S.No. 2, and Unclassified spinach. Descriptions of the grades and definition of terms used are given.

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CELERY NEWS SERVICESTARTS AT SANFORD, FLORIDA.

Celery news service is being furnished by the Federal Bureau of Agricultural Economics from Sanford, Florida, as usual, instead of transferring it to Orlando as originally planned. F. H. Scruggs is in charge with headquarters in the Court House. The first report was put out January 30 and the service is expected to continue until about April 30.



FACTORS AFFECTING NEW JERSEY POTATO MARKET  
DISCUSSED IN ANNUAL REPORT OF STATION

A preliminary statement of the potato situation in New Jersey from the standpoint of production, competition, acreage, cost of production, and profits compared with those of the principal potato-producing areas is included in the annual report of the New Jersey State Agricultural Experiment Station and New Jersey Agricultural College Experiment Station for the year ending June 30, 1923 which has just been published.

Tables showing monthly carlot shipments of potatoes from the important states, 1917 to 1921 inclusive, prices on giant potatoes, production, acreage changes along the Atlantic Coast, freight rates, New York prices for New Jersey round and long Stock, and costs compared with prices in a number of states form a valuable part of the discussion. An analysis of costs and profits on potatoes since 1913 in regions competing with New Jersey is also included. The report gives a picture of the eastern city markets from April to October.

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STANDARDS FOR SEA ISLAND  
COTTON DISCONTINUED

Official Standards for Sea Island Cotton will no longer be prepared by the U. S. Department of Agriculture. The reason for this action is that there is no demand for them and no cotton from which to make the copies. Sea Island cotton is no longer grown in the United States as the boll weevil has proved especially destructive to it. For many years it was the finest cotton grown here, but is particularly susceptible to the boll weevil, states A. W. Palmer, in charge of the Cotton Division of the Federal Bureau of Agricultural Economics. It was grown in parts of South Carolina, Georgia and Florida.

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TURKEY GROWERS IN ONE TEXAS COUNTY  
FIND MARKETING ORGANIZATION PAYS

A permanent turkey marketing association has been formed in El Paso county, Texas, as a result of their experience in disposing of the past season's crop. The turkeys were marketed through one of the large packing companies this year with a good return to the producers over what they had been able to get locally before organizing. Having learned the value of grading and having quality products it is expected that good progress will be made this spring in standardizing breeds for the county.

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BERMUDA ONION INDUSTRYDISCUSSED IN DEPARTMENT BULLETIN

The Marketing and Distribution of American-Grown Bermuda Onions has been published as Department Bulletin No. 1283. It was prepared by W. Mackenzie Stevens, Formerly Associate Marketing Specialist, Federal Bureau of Agricultural Economics.

After a brief statement on the extent of the Bermuda onion industry in the United States, the commercial producing areas and the varieties, he takes up a discussion of seasonal production and distribution, distribution of shipments and methods of sale. Mr. Stevens then compares the shippers' margins, transportation charges, and producers' receipts. Discussing the prices of Bermudas from 1916 to 1923, he also takes up the factors which influence the wholesale prices. He draws some general conclusions as to possible improvements in handling the crop and ends with the United States Grades for Bermuda onions.

Those interested may get copies of the bulletin by writing to the Division of Publications, United States Department of Agriculture, Washington, D. C.

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WORLD POTATO SITUATION REVIEWEDIN FOREIGN CROPS AND MARKETS

With the largest crop on record, American growers and exporters of potatoes are showing much interest in the possibility of shipping some of their surplus to foreign markets. The shortage in the potato crop in England showed prospects of developing an outlet for limited quantities in that market and several cargoes had been shipped from Maine, when word was received that the British Government had imposed an embargo on the importation of potatoes from the United States with the declared purpose of preventing the introduction of the potato bug.

The principal foreign market for American potatoes during the past few years has been Cuba, as sixty-one per cent of our exports have gone there. Other countries which have taken limited quantities are Canada, Mexico, Panama, the Dominican Republic, Venezuela, and Colombia. A detailed report of the world potato situation is given in Foreign Crops and Markets, for January 14, 1925.

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ARIZONA CANTALOUPE DEALFor 1924 SUMMARIZED.

The Arizona Cantaloupe Deal for the season of 1924 summarized by George E. Prince is now available upon application to the Federal Bureau of Agricultural Economics, Washington, D. C. The summary gives data on production and crop movement for each year since 1920. A table of 1924 prices and one showing the freight rate from Phoenix to 42 city markets are interesting and valuable features.



COOPERATION CONFERENCE TO BE HELD  
IN NEW JERSEY DURING FEBRUARY

Cooperation, including organization, marketing, functions and opportunity, is the subject for the sixth annual conference on cooperation to be held by the Bureau of Markets, New Jersey State Department of Agriculture in Trenton, February 10 and 11.

"Merchandising Methods for Farmers" will be discussed by T. E. Baum, purchasing agent for The Great Atlantic and Pacific Tea Company, J. A. Coulter, in charge of the sales department, Dairyman's League Cooperative Association; and M. Sondergaard, Minnesota Cooperative Creameries Association. An illustrated lecture, "How Danish Farmers Farm and Cooperate" will be given by Chris L. Christensen, Bureau of Agricultural Economics, U. S. Department of Agriculture. Other subjects before the conference will be "Opportunities and Limitations of Cooperation," "Contracts and Financing," "Fundamental Principles of Pooling," "The Field for Farmers' Purchasing Organizations," and "Methods of Organizing."

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HAY GRADING CONFERENCES  
PLANNED IN KANSAS

Arrangements have been completed by the Federal Bureau of Agricultural Economics with the Kansas Agricultural College for conducting a number of conferences in important alfalfa and wild hay producing sections to demonstrate and receive suggestions on the Federal hay grades which were tentatively prepared at the conference in Kansas City, January 19. J. W. Zahnley of the College will be in charge of the conferences assisted by the Extension and Marketing Divisions of the College and by George Postmus, Federal Hay Inspector at Kansas City.

The College is cooperating in preparing the grades and also in giving wide publicity to the proposed standards. They also plan to introduce work on U. S. hay grading methods into the College course on farm crops.

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EGG DEMONSTRATIONS POPULAR WITH  
NORTH CAROLINA COUNTY AGENTS

North Carolina county agents were greatly interested in the egg candling and quality demonstration given by the Federal Bureau of Agricultural Economics at the meeting held recently. Some eighty agents had an opportunity for first hand study under J. M. Borders of the Federal Bureau who gave the demonstration.

In commenting on this work, I. O. Schaub, director of extension in North Carolina says, "I found practically all of them staying with the proposition throughout the entire period and many of them staying over to ask further questions. A number expressed themselves to me personally as having gotten more good out of the egg work than any other feature of our program."



IN CONGRESS:

- S. J. Res. 107, by Mr. Smith, declaring agriculture to be a basic industry and directing the Interstate Commerce Commission to conduct an inquiry into freight rates with a view to their adjustment, has been sent to the President for signature.
- S. 2803, by Senator Glass, regulating within the District of Columbia the sale of milk\*\*\*\*, has been reported out of the committee with amendment, report 1313.

New Bills:

- S. 4158, by Senator McNary, to prevent a recurrence of agricultural depression; to place agricultural commodities upon an equality under the tariff laws with other commodities; to place agriculture upon an equality with industry and labor.
- S. 4122, by Senator McLean, to amend section 2 of the Agricultural Credits Act of 1923, so as to extend further relief to those engaged in agriculture, or in the raising, breeding, fattening or marketing of live stock.
- S. Res. 317. Under the terms of this resolution introduced by Senator Sheppard, the Federal Trade Commission would be directed to report regarding the methods and activities of the Empire Cotton Growing Corporation and the probable effect on American cotton of the proposed enlargement of the Egyptian cotton irrigation areas.
- H.R. 12083, by Mr. Winter, to provide for aided and directed settlements on Government land in irrigation projects.
- S. 4153. Senator Capper revised his Federal cooperative marketing bill and reintroduced it. A similar bill was introduced in the House by Mr. Williams of Michigan, H. R. 11997.

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NORTH CAROLINA GIVING COURSEIN FRUIT AND VEGETABLE STANDARDIZATION

A course in standardization, inspection and general trade practices in the fruit and vegetable industry is being given at the North Carolina Agricultural College by Albert E. Mercker, cooperatively employed by the Federal Bureau of Agricultural Economics and the State, to supervise the fruit and vegetable inspection work in the state. The course which consists of two lectures a week, is proving popular as the attendance has grown from eighteen to forty-one students.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 11, 1925

Vol. 5, No. 6

## "COLORADO'S AGRICULTURE" IS NEW BULLETIN BY THE COLLEGE

"A report dealing with some of the problems having to do with adapting agricultural production to market requirements" is the summary given by the authors of a new bulletin, "Colorado's Agriculture," prepared by Roud McCann, Director of Extension, and Thomas H. Summers, Farm Management Specialist, for that state.

Starting with a general statement concerning the agricultural development of Colorado, the bulletin then makes some recommendations for the industry during the next five to ten years. Leading crops and livestock are discussed separately. After outlining the present agricultural situation, the state is divided into agricultural regions according to special adaptation or development.

The main part of the publication is given over to a discussion of the present and future of each agricultural product which has a place in the state. Beef cattle, dairying, swine, sheep, poultry, grain crops, hay and pasture, fruits, and vegetables are considered from their present importance, their relation to production and markets in other regions, and statistics given concerning each one. Pests and diseases, forestry, and reclamation projects also receive attention.

Numerous maps are included which show the distribution and importance of the different enterprises. The information given is intended to furnish any one interested in the agriculture of Colorado a clear picture of present conditions and a conception of the problems to be faced and the factors to be considered in the future.

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## GRADING SCHOOLS FOR ALFALFA, JOHNSON AND WILD HAY BEING PLANNED.

Arrangements are being made now by the Federal Bureau of Agricultural Economics for hay grading schools to train inspectors in the grading of alfalfa, Johnson, and wild hays. Tentative grades for these hays will soon be announced and hearings are scheduled for March and April. Shortly after the hearings are concluded, the Department of Agriculture will be ready to recommend United States grades for these kinds of hay.

Schools for training inspectors of alfalfa, Johnson, and wild hay will be held during the summer at Auburn, Alabama, Washington, D. C., Kansas City, Missouri, and probably several other points in the West. Those desiring to attend any of these schools should write W. A. Wheeler, In Charge, Hay, Feed and Seed Division, Bureau of Agricultural Economics, Washington, D. C.



TWO REEL PICTURE ON COTTON MARKETING  
RELEASED BY U. S. DEPARTMENT.

A two-reel motion picture showing cotton production and marketing methods has been prepared by the United States Department of Agriculture and is now ready for distribution. The title is "Cooperative Marketing-Cotton." This picture which shows the picking, ginning, baling, delivery to the association, sampling, classing, compressing, warehousing, loading for export, etc., also gives office procedure and forms used.

This is the first of a series of educational motion pictures on cooperative marketing being prepared by the Department for the use of cooperative associations, state extension agencies, and others who are interested. Copies may be borrowed or bought through the Office of Motion Pictures, United States Department of Agriculture, Washington, D. C.

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PUBLIC HEARINGS ON REVISED  
OATS GRADES ANNOUNCED.

A series of public hearing on the proposed revision of the official grain standards of the United States for oats is announced by the United States Department of Agriculture.

The proposed standards embrace a much wider scope than the official standards now in effect. There is a large volume of interstate business in feed grain which consists largely of oats but which fails to meet the minimum requirements of the official oats standards now in effect because of the presence of varying amounts of wild oats and other grains, the department says. There has been confusion and misunderstanding in the merchandising of such feed grain due to the lack of definite descriptive terms and to the wide range of quality and condition of products delivered on contracts in which indefinite terms have been employed.

In response to requests from many sources asking that official standards be established for grain of this character to provide official inspection and the use of grade and class designations having definite meaning, the Department is making the revisions at this time. The revised standards should be effective for the next crop movement beginning about the middle of June.

All interested parties are invited to the public hearings where opportunities for oral discussion will be offered. Written communications received on or before March 11 will also be considered. They should be sent to the Chief of the Bureau of Agricultural Economics, Department of Agriculture, Washington, D. C.

The hearings will be as follows: Seattle, Wash., February 16, 10 a.m., Chamber of Commerce Building; Portland, Oreg., February 17, 2 p.m., Portland Merchants Exchange; Louisville, Ky., February 25, 10 a.m., Committee Room, Board of Trade Bldg.; Chicago, Ill., February 26, 10 a.m., Fort Dearborn Hotel; Minneapolis, Minn., February 27, 10 a.m., Assembly Room, Court House; New York City, March 10, 10 a.m., Board of Managers Room, N. Y., Produce Exchange.



KANSAS FARM ORGANIZATIONSUBJECT OF DEPARTMENT BULLETIN

"A Study of Farm Organization in Central Kansas" has been published as Department Bulletin No. 1296. It was prepared by W. E. Grimes, J. A. Hodges, and R. D. Nichols of the Kansas State Agricultural College and Jesse W. Tapp, Assistant Agricultural Economist, Bureau of Agricultural Economics.

An intensive study of the organization and operation of a number of representative farms in McPherson County, Kansas, for the years 1920 to 1922 inclusive, furnishes the material for the bulletin. "This information," the authors say, "forms a basis for judging the desirability of different combinations of enterprises, determining those combinations which should prove most profitable under varying price relations, and indicating ways in which efficiency in the various operations may be attained." This is a wheat region as the farmers have always depended upon that crop for their main cash income.

After taking up the history of the county and showing the changes in the acreage of various crops and in number of livestock, the bulletin outlines the present type of farming. A detailed analysis of the labor and materials used in producing the different crops, considering the steps in production separately, gives definite information on the efficiency of methods. Wheat, oats, corn, alfalfa, and some minor crops are discussed. The same analysis is made for livestock production. Miscellaneous labor necessary in maintaining a farm business comes in for attention.

Finally, attention is given to the principles governing the choice of farm enterprises and their application. This includes the use of yields and prices in planning for the future.

Thirty-six tables give the figures on which the study is based and thirty-one graphs illustrate the various relations. The arrangement and material is especially suitable for extension and research workers on farm management and organization as details are included which may be used for comparative studies. Copies are available from the Office of Publications, U. S. Department of Agriculture, Washington, D. C.

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CENTER MARKET IN WASHINGTONHAS HAD NOTABLE HISTORY

The famous Center Market at Washington, D. C., which is being operated by the Federal Bureau of Agricultural Economics, brought in about \$250,000 last year. Expenditures were about \$165,000, leaving a substantial balance in the treasury. About \$25,000 a year is being spent for repairs and improvements. Last year sanitary glass bakery stands were installed. This year the improvements are to be the installation of modern refrigeration machinery.

This market was opened for business on December 15, 1801 and has been a feature of the District ever since that time. Many famous men have supplied their tables by personal visits to the Market. Among them were Thomas Jefferson, Daniel Webster, General Winfield Scott, and Chief Justice John Marshall.



MISSOURI STATE MARKETING BUREAU  
ANNUAL REPORT SHOWS PROGRESS

In the annual report of the Missouri State Marketing Bureau for 1924, the Commissioner, Arthur T. Nelson, groups the activities under five heads. These divisions of the work are grading and standardization of farm products; marketing bulletin services; radio market news and radio educational and entertaining programs; miscellaneous services; and legislation.

The Missouri Bureau has no police duties as yet, but expects to have some police and regulatory duties in the future. An act providing for the regulation of commission merchants is already a law in the state to be administered by the Bureau of Markets, but has been held up by an injunction.

Under standardization and grading of farm products, the report shows progress. Eggs are being handled in many sections according to quality with resulting increase in demand. A campaign has been planned for the improvement of cream and some work has been done in meetings, and by personal contacts towards that end. Grading and inspection of fruits and vegetables is gaining headway. As there had been no organizations working on that problem before the Marketing Bureau started on it, basic education has been the first big problem.

Grain work has been carried forward under five heads; explanation of the Official Grain Standards; exhibits of standard equipment for grading grain; grading demonstrations; importance of good seed and its relation to grade and value of grain; greater consumption of Missouri grown wheat.

No wool grading has been done by this Bureau during 1924, but quality is improving as a result of previous work. An idea for a correspondence course in wool grading is being developed. The growing importance of cotton in certain sections of the state is calling for the development of cotton grading work.

While the marketing bulletin has been curtailed on account of lack of funds, the Commissioner believes it has proved invaluable to the farmers. Not only does it give them a market, but opens the opportunity, in the news section, of broadcasting essential information. The radio broadcasting station is showing its value for the broadcasting of markets and furnishing entertainment of a high order. An attempt is being made to reach an agreement with the commission merchants on a regulatory law to overcome the difficulties before the law now held up by injunction.

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MICHIGAN COMMISSIONER OF  
AGRICULTURE RESIGNS

The resignation of William P. Hartman as deputy state commissioner of agriculture and director of the bureau of foods and standards for Michigan has been announced. Mr. Hartman has been in charge of this work for more than three years, during which time substantial progress has been made towards better quality and standards for food products in that state. He announces that he is resigning to become special representative for a canning company.



ECONOMICS HAS PROMINENT PLACE  
ON SOUTHERN AGRICULTURAL WORKERS PROGRAM

Economic problems had a prominent place on the general program of the twenty-sixth annual convention of the Association of Southern Agricultural Workers held in Atlanta, Georgia, February 3 and 4. ✓

A program of work and development for the southern states was the basis for most of the talks. President H. A. Morgan, University of Tennessee, in discussing a program for state and regional development emphasized the need for the southern states to develop industry and manufacturing to balance their agriculture as is the case in some states now. Another point was the necessity for an economic basis for the development of rural institutions. Good schools and other advantages cannot be developed without adequate taxable values to provide funds.

Features of the Rural Prosperity of Denmark that May Be Applied to the Regions of the South, by E. C. Branson, Chapel Hill, N. C.; The Possibilities of Economic and Social Research in Improving Southern Rural Conditions, by Thomas P. Cooper, University of Kentucky; Problems Affecting the Agricultural Development of the South, by A. M. Soule, Georgia State College of Agriculture; and An Agricultural Policy for the South, by J. N. Lipscomb, Miss. A. & M. College, were other subjects on the general program. Mr. Lipscomb cautioned against industrialization without some basis for it. Some sections, like some countries, are specially suitable for certain lines of production, while others have advantages for still different development.

Workers in Agricultural Economics met as a separate section again this year. Most of their discussion centered on the place and development of their subject and departments in the institutions of the South.

The important action of the Economics section was the appointment of Dean W. R. Dodson, Louisiana College of Agriculture; Dean Thomas P. Cooper, Kentucky College of Agriculture; Director B. Youngblood, Texas A. & M. College; and Henry C. Taylor, Chief, Federal Bureau of Agricultural Economics; to work with one representative from each southern institution doing research work in agricultural economics in developing plans for research in the South on lines indicated in legislation now before Congress. These plans are to be submitted to the presidents, deans, and other officials of the Land Grant Colleges and Experiment Stations to assist them in outlining the work for their individual institutions in following out the requirements of this proposed federal legislation.

This legislation is to provide funds for the state experiment stations to conduct investigations or make experiments bearing directly on the production, manufacture, preparation, use, distribution, and marketing of agricultural products, and including such scientific researches as have for their purpose the establishment and maintenance of a permanent and efficient agricultural industry, and such economic and sociological investigations as have for their purpose the development and improvement of the rural home and rural life, and for printing and disseminating the results of such research.



### VIRGINIA FRUIT GROWERS DECLARE FOR STANDARDIZATION AND ADVERTISING

Endorsement of standardization and inspection work for Virginia apples and encouragement of advertising both local and national were the important marketing recommendations of the Virginia State Horticultural Society at their annual meeting recently.

Standardization and state inspection were declared by Senator H. F. Byrd of Winchester, Va., to be the greatest move in the apple industry since Thomas Jefferson grew Albemarle Pippins at Monticello. Resolutions adopted by the Society re-endorsed the standardization of the Virginia apple pack, state inspection and certification; stated their appreciation of the work of the State Bureau of Markets; declared that the future success of the Virginia apple industry depends upon a general adoption of a certified pack; endorsed the work of the State Society's trades committee in advertising Virginia certified apples during the past year, and recommended a continuance along the same lines; and also a national advertising campaign to increase the consumption of apples throughout the nation by stressing their health-giving properties.

"Eat More Apples. Take Less Medicine," was selected as the slogan to be used by the Virginia apple growers in their proposed national campaign of advertising Virginia apples. Advertising was stressed in several of the talks as a necessary part of the selling efforts of the fruit men.

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### REVISED PRODUCTION FIGURES BEING PREPARED BY FEDERAL BUREAU

The revision of acreage and yield figures for the important crops in the United States since 1866, on which the Federal Bureau of Agricultural Economics has been working for the past year, is nearing completion and the results are expected to be published during the coming year. A revision of the figures showing the number of livestock on farms during the same years is being started. This work is under the direction of Joseph A. Becker, agricultural statistician.

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### OKLAHOMA APPROVES SHIPPING POINT INSPECTOR

Shipping point inspection of fruits and vegetables proved its value in Oklahoma last season. A letter to the Federal Bureau of Agricultural Economics from a member of the staff of the Oklahoma State Marketing Commission, speaking of this work which was started in a limited way in that state last year, says in part: "The shipping point inspection service in Oklahoma the past season has been worth to the producers more than \$100,000. Because of the advantages gained in selling by shipping point inspection, acreages will be greatly increased in watermelons, cantaloupes and sweet potatoes."

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An outlook report for 1925 for New England agriculture will be issued by the New England Research Council on February 12 and 13. Representatives of the Federal Bureau of Agricultural Economics will work with the Council in preparing the report.



NATIONAL CONFERENCE ON COTTON  
MARKETING METHODS TO BE HELD

A national conference of the cotton trade, cotton producers, and the textile industry in the United States has been called at Washington, D. C., for February 24, by the Federal Bureau of Agricultural Economics.

The conference is for the purpose of reviewing the research work done by the Bureau in cotton marketing and handling. Special attention will be given to avoiding of losses due to country damage, the so-called city crop, tare irregularity, and uneconomic methods of handling.

Investigations along these lines were undertaken by the Department of Agriculture in 1913 under Congressional authority, and considerable progress has been made, notably in such matters as standardization and warehousing. Representatives attending the conference will be invited to review the work already done, and to assist in formulating a plan of action for the future.

The meeting will convene at 10 a.m., February 24, in room 411, Bieber Building, 1358 B Street, S.W., Washington, D. C. All who are interested in this work are invited to attend the conference.

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MANY COMMODITIES MARKETING  
COOPERATIVELY IN NEW MEXICO

Few new marketing associations have been organized in New Mexico during the past year, there being no real need for many new organizations, according to the annual report of C. A. McNabb, agent in marketing employed cooperatively by the Federal Bureau of Agricultural Economics and the New Mexico College of Agriculture.

The broomcorn marketing associations in New Mexico have had difficulties, the report states, but all have stood the test and are still functioning. Grain growers in the eastern part of the state have, to some extent, joined with large Texas associations for marketing those crops, especially wheat and grain sorghums. The cotton growers have made some progress in the classing of cotton before sale, and an association formed this year which has had good returns and made substantial gains. The places having bean marketing associations profited from their organization selling. Some of the sweet potato and cauliflower crop was handled through associations to good advantage. The cauliflower association was a new venture this year. Three old alfalfa marketing associations continued to work successfully. Consolidation took place among the poultry marketing associations to the advantage of all concerned. Some cooperative buying is being done by organizations formed for other purposes.

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Discussion at the mid-winter meeting of the New York Hay and Grain Dealers' Association centered on the proposed legislation which provides for a chief hay inspector for the state. It is believed that a chief hay inspector for the state working with the Federal Bureau of Agricultural Economics can do much to improve the hay situation in the state.



IN CONGRESS:

H.R. 12000, by Mr. Strong of Kansas, amending the Agricultural Credits Act of 1923, has been reported out of the House Committee without amendment - Report 1383.

S. 3280, by Senator Ball, regulating in the District of Columbia the traffic in sale and use of milk bottles, cans, crates, and other containers of milk and cream, to prevent fraud and deception, has been passed by the Senate.

## New Bills:

S. 4197, by Senator Heflin, amending an act authorizing the Director of the Census to collect and publish statistics of cotton.

S. 4202, by Senator Capper, creating a Federal Cooperative Marketing board to encourage and aid in the formation of cooperative marketing associations, cooperative clearing house associations, and terminal market associations. A similar bill, H.R. 12157 was introduced in the House by Mr. Williams of Michigan.

S. 4206, by Senator McNary, creating a Farmers Export Corporation\*\*\*\* to prevent a recurrence of agricultural depression; to place agricultural commodities upon an equality under the tariff laws with other commodities\*\*\*. Mr. Haugen introduced a similar bill in the House, H.R. 12127. This bill is a modified form of the former McNary-Haugen agricultural relief bill.

S. 4216, by Senator Copeland, to extend to poultry the provisions of the meat inspection act.

H.R. 12161, by Mr. Beck, to incorporate the U.S. Agricultural Cooperative Marketing Association, and to provide for a national cooperative marketing system.

S. Res. 325, by Senator Cameron. Under the terms of this resolution the Federal Trade Commission would be directed to undertake an investigation of the wheat, flour and bread industry.

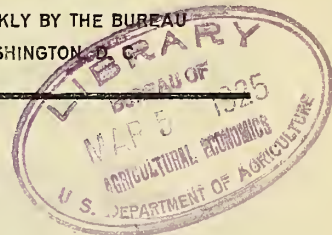
## Bill Passed:

The Agricultural Appropriation Bill has been finally agreed to and signed by the President. The total carried for the entire Department of Agriculture is \$124,774,441. Of this amount \$80,000,000 is for the Federal Highway System and for Forest Roads and Trails, and \$2,160,000 for special conservation items leaving \$42,614,441 for the regular activities of the Department. This is an increase over the appropriations for similar items for the current year of \$620,445. A large part of this increase is for the control and eradication of insect pests.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



February 18, 1925

Vol. 5, No. 7.

## FEDERAL BUREAU MAN SELECTED TO DIRECT PRELIMINARY WORK ON WORLD AGRICULTURAL CENSUS

Leon M. Estabrook of the Federal Bureau of Agricultural Economics has been appointed by the International Institute of Agriculture at Rome as Director of the World Census of Agriculture to be taken under the supervision of the Institute in 1930. This census will be the first effort ever made to inventory the world's agriculture.

Those in charge of the statistical work for the Institute have realized more each year that serving as a clearing house for statistics is not enough if the statistics of the adhering governments are not satisfactory in themselves. One of the difficulties in summarizing world statistics for the great staple crops in which all countries are interested is that many countries do not realize the importance of taking a periodical inventory of their agricultural resources similar to the decennial census taken by many governments. A further difficulty is encountered by the use of different methods and by the fact that the statistics of one country are not comparable with those of another.

The United States delegation to the general assembly of the Institute proposed in 1920 that the Institute should encourage the taking of an agricultural census periodically throughout the world. It was approved and funds were made available this year for the Institute to start the preliminary work, of drawing up uniform schedules for use and encouraging and organizing the taking of this census in all adhering countries of the world in 1930.

The preliminary work will involve a study of the statistical organizations, systems, and questionnaire forms used in all countries; the preparation of a standard form of schedule to be used in all countries; the compilation of a glossary of the terms to be used in taking the census; the outlining of rather definite plans of procedure for taking the census; and the approval of these plans by the general assembly of the Institute in 1926. After approval the plans will be submitted to the proper authorities in each country by the director and his assistants with full explanations and efforts made to secure the good will and cooperation of these authorities in each country.

The selection of Mr. Estabrook for this important position is a recognition of the advance made in agricultural statistics by the United States Department of Agriculture and the part he has taken in that advance. Mr. Estabrook reorganized the Bureau of Statistics as the Bureau of Crop Estimates in 1913 and was its chief until it was consolidated with the Bureau of Agricultural Economics in 1921-22, when he became associate chief of the new Bureau. He was loaned to the Government of Argentina in 1923-24 to reorganize its agricultural statistical service.



GEOGRAPHY SUPPLEMENTS ADDED TO  
COUNTY SURVEYS IN VIRGINIA

✓ The Economic and Social Surveys of individual counties which have been worked out in Virginia by students under the direction of Dr. Wilson Gee of the University of Virginia, have been supplemented during the past year by county geography supplements. The geography supplements prepared by residents or others well acquainted with the counties, give local details of history, resources, development, people, organizations, and other economical and geographical data. They fit into the teaching of geography in the territory included. The supplement for Rockingham County prepared during the past summer is the first of the proposed series.

The more extensive surveys covering social and economic development and possibilities of the county have been published in the Extension Series of the University of Virginia Record. Only a few counties have been surveyed. Containing a discussion of the problems facing the counties as well as the background for those problems, the surveys should be of great value to all workers in those localities in planning future efforts for agriculture and the community as a whole. They bring out the interrelation between the farming community and other industries and emphasize the need for considering all factors in any community problem.

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INTENTION-TO-PLANT REPORT  
TO BE ISSUED IN MARCH

The intention-to-plant report on leading farm crops in the United States which is prepared annually by the Federal Bureau of Agricultural Economics will be issued March 19, 1925. It will give intentions as of March 1. By releasing the outlook report before the intentions to plant data is prepared, the Bureau hopes to give farmers practical help in planning their 1925 crop acreage. The intention-to-plant report is expected to reflect the general interpretation of the crop situation.

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COMPULSORY MILK GRADES  
PROPOSED FOR NEW JERSEY

New Jersey dairymen are very much interested in the proposed state legislation to make compulsory the grading and standardization of milk sold in that state. The legislation is in line with the standard milk ordinance suggested by the State Board of Health and the State Bureau of Markets now in force in a number of cities. The ordinance specifies that all milk sold in the municipality must be of three legal grades, certified milk, milk from tuberculin-tested herds, and pasteurized milk.



NEW JERSEY MARKET STUDIES  
SHOW RETAIL PRACTICES

Some retail marketing facts brought out in a study of the Trenton, New Jersey, markets by the New Jersey State Bureau of Markets and local committees of the New Jersey State Federation of Women's Clubs and the New Jersey League of Women Voters cooperating, and printed in their City Market Letter are repeated here because of their general interest. The report says:

"A study of prices of fruits and vegetables in Trenton has showed that in spite of the high perishability of lettuce, storekeepers handle it on a margin which is not especially high. A summary of lettuce prices shows that  $3\frac{1}{2}$ ¢ of the consumer's dollar went to pay the storekeeper for his costs of handling and for spoilage. It is quite true that there are many cases in which storekeepers charge a higher margin than this on lettuce, but there are many cases when his margin is smaller. When lettuce costs the storekeeper ten cents a head, he quite often sells part of the crate at 18 cents a head, part at 15 cents and part at 10 cents. It may seem that he makes too much selling lettuce for 18 cents that he bought for 10 cents. But in figuring his profit, we should remember the sales at 15 and 10 cents. It is usually necessary for retailers to make two or three grades because the heads run in various sizes.

"Another interesting fact brought out by the Trenton study is that the retail price of lettuce does not vary a great deal during the season. The wholesale price is likely to fluctuate rather rapidly from week to week, but retail prices stay about the same. Many stores prefer to keep their prices on commodities like lettuce at an even level. Their customers are accustomed to a certain price like 15 cents. Storekeepers find that it does not pay to change this price to 13 or 17 cents when the wholesale market changes. Most people who buy lettuce seem to prefer a price which is a multiple of five. For that reason we find that throughout the year the typical retail prices are 10, 15 and 20 cents a head.

"Citrus fruits and especially grapefruit are among the best graded of the commodities to be received and sold on our markets. It always seems easier to get producers to grade their produce when long shipments are made to the markets. This is due to the fact that it does not pay to ship poor quality products long distances, as often they do not return a profit and sometimes do not sell for enough to pay freight and selling charges. While there are undoubtedly plenty of poor, misshapen and otherwise undesirable grapefruit grown, we get only the better grades of fruit in our northern markets.

"The greatest value of standardization to the consumer is probably the saving of time and the elimination of waste. The consumer purchasing ungraded fruit generally finds some that are damaged by insects or disease, or some are partially decayed or misshapen, all causing waste and more time in preparing than a well graded article."



MICHIGAN ECONOMIC LAND SURVEY  
BIG STEP TOWARDS PERMANENT POLICY

The work of the Michigan Land Economic Survey is the only attempt to date by any one of the State governments, to inventory the resources and assemble the information which will enable them to work out and adopt an economic policy for the utilization of the 40,000,000 acres of unused land in the Great Lakes, cut-over region, states B. Henderson, Assistant Agricultural Economist of the Federal Bureau of Agricultural Economics, in a report on the scope and progress of the survey.

The report, which is available upon application to the Federal Bureau, shows that the survey is intended to furnish systematic information about the economic resources of Michigan land. Before private owners and state officials can formulate a policy for the administration and profitable development of idle, cut and burned-over areas they must have specific dependable information in answer to such questions as how much is suitable for agriculture, how much for recreation, which areas should be reforested and a multitude of others.

The policy of the survey has been to consider itself a purely inventory-taking organization. All economic data which would be of service in working out a permanent policy is covered. Five counties have been covered so far, at an average cost for field work of less than five cents per acre.

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MARKET GROWING FOR  
BULK CITRUS FRUIT

The market for Florida citrus fruit in bulk is developing in some cities. A report from the Atlanta, Georgia, office of the Fruit and Vegetable Division, Federal Bureau of Agricultural Economics, commenting on the rapid development of the market for bulk stock there says:

"Two years ago, the trade looked on bulk stock as 'culls,' but to-day we are receiving as good fruit as is being placed in packages. I do not mean to say, however, that the stock is graded before being shipped, as in the case of package goods.

"One of our dealers has recently installed a washing, polishing and sizing machine for oranges and grapefruit, such as are used in the best-equipped houses in Florida. He has also purchased the larger-sized field crates, and sales are being made on 'polished and sized' fruit, per field crate. This man is buying nothing but good quality and the stunt is fast becoming popular with the trade."

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Fowl pest and tuberculosis in hogs are the subjects of two new posters by the United States Department of Agriculture. The fowl pest poster shows the characteristic appearance of affected birds. How the disease spreads is shown by pictures on the hog tuberculosis poster. They may be obtained free from the Department, Washington, D. C., for display purposes.



VIRGINIA CITY URGES MEAT  
DEALERS TO ADOPT UNIFORM GRADES

A resolution urging the retail and wholesale meat dealers of Richmond, Virginia, to adopt uniform grades for meat for the guidance of consumers was adopted recently by the permanent committee on the improvement of the quality of meat used in that city. The committee also planned a meeting of consumers to demonstrate the grades and cuts of meat. Other plans for enlisting the consumer in the campaign for better quality meat were also considered.

The committee was appointed last fall as a result of a general meeting in Richmond to consider livestock marketing in Richmond and other Virginia cities. Dealers, consumers and various organizations and state departments are represented on the committee.

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APPLES WRAPPED FOR STORAGE  
KEEP IN EXTRA FINE CONDITION

Storing apples wrapped in oiled paper is proving satisfactory for the Jersey Fruit Growers' Cooperative Association this season. The Association has several thousand bushels of apples in its own storage at the present time, according to the report made at the annual meeting held early in February. These apples were put away wrapped in oiled paper and are coming out in extra fine condition. The Association handled some seven hundred carloads of peaches and apples during 1924 besides those now in storage. The financial condition of the Association was also reported as being better than at any other time in its history.

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ANNUAL REPORT ISSUED BY NEW YORK  
DEPARTMENT OF FARMS AND MARKETS

The annual report of the New York State Department of Farms and Markets for 1924 has been published. Among the important marketing activities reported is shipping point inspection, in cooperation with the Federal Bureau of Agricultural Economics, which is gaining favor; the development of city markets; markets reports; and assistance to cooperative marketing associations. This Department is making some extensive studies of city markets and how to make them most effective.

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TENTATIVE GRADES FOR ALFALFA  
JOHNSON AND WILD HAY READY

Tentative grades for alfalfa, Johnson and wild hay have been prepared by the Federal Bureau of Agricultural Economics, and will be ready for distribution within a few days. These tentative grades will be used as the basis for discussion at a series of hearings at the principal markets and in the producing regions where these hays are of special importance.



MEMPHIS TO HAVE AGRICULTURAL  
EXHIBIT IN PUBLIC MARKET

A permanent agricultural exhibit is being planned for the Auditorium Market in Memphis, Tennessee, by the superintendent, J. H. Tull. He says "\*\*\*\*\*planning to maintain an exhibit here that will be both educational from the standpoint of the possible immigrant who might want to see what we can produce in this territory as well as educational from the standpoint of the farmer or producer who might want to study grades; etc."

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AGRICULTURAL STATISTICS FOR MICHIGAN  
SINCE 1871 GIVEN IN ANNUAL SUMMARY

Michigan agricultural statistics from all available past records, in some cases going back to 1871, as well as the data for 1924, are included in the crop report, annual summary issued by the Federal Bureau of Agricultural Economics and the Michigan Department of Agriculture in cooperation. The report was prepared by Verne H. Church, U. S. Agricultural Statistician.

Revised estimates of the acreage, yield, production, and December 1 price of all important crops, together with the total value and per acre value of each for 1924, are given. The historical data is given in condensed form. Estimates, including ten year averages, for each county are also shown; and a report of the acreage, production and farm value of all important crops for the United States as a whole for 1922, 1923, and 1924 included.

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FARMERS AND BUSINESS  
MEN COOPERATE

The Adrian Community Market, Adrian Michigan, is an example of solving a marketing problem by cooperation between farmers and city business men. The two interests combined to raise the capital to establish a market where a farmer could deliver odd lots of produce which he might have for sale and go about his business knowing that the products would be marketed to as good advantage as prevailing consumer demand would permit. Farmers became members of the enterprise in order to secure a market for their odd lots of produce, and business men became members in order that the farmers should visit Adrian rather than some of the neighboring towns where there were other cooperative enterprises.

The market was established in 1918. Last year it transacted business to the amount of more than a hundred thousand dollars. A considerable portion of the products delivered to the market are loaded into auto trucks and taken to Detroit and Toledo for sale.



TENNESSEE PUBLISHES ECONOMIC  
AND SOCIAL STUDY OF STATE

An "Economic and Social Study of Tennessee" prepared by C. E. Allred, professor of Agricultural Economics, University of Tennessee, has been published in the Extension Series of the University of Tennessee Record. The Survey is divided into two parts, one dealing with the state as a whole and the other with the counties within the state.

"In all parts of the country there is a movement towards the preparation of State programs for economic and social improvement," the author says. "Some of these have taken the form of a strictly agricultural program, while others are broader and recognize the inter-relations and inter-dependence of each phase of our social structure. In Tennessee there has been considerable discussion of a State program, and it is to assist in the formulation of such that this bulletin has been prepared. \* \* \* \* And such a program cannot be based on the sand of conjecture and theory, but must of necessity stand on the solid rock of exact fact and thorough analysis of all the factors involved."

A method of comparing states for the many factors which go to make up the economic and social structure is outlined and illustrated. Tables giving the standing of all states in these factors follow. The tables cover size, population, various agricultural facts, business, industries, taxes, government including costs, health, education and other information. Various angles of each factor are given as number and per cent of white population, urban population, and rural population.

Data on the counties in the state is presented in the same way. The method of comparison is illustrated and tables given covering all the counties. They give size, population, agriculture, property, public utilities, railroads, industries, health, taxes, education, etc.

A digest for the Southern States of a large number of important items of economic and social welfare is shown in a chart which is included. Most of the data is from official sources insuring its accuracy.

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CONGRESS REAFFIRMS AUTHORITY TO  
MAKE AGREEMENTS ON COTTON STANDARDS

Specific authorization for the Secretary of Agriculture to make arrangements with foreign cotton associations, exchanges and other cotton organizations for the use of the universal cotton standards is carried in the Agricultural Appropriation Bill signed by President Coolidge February 10.

"While," officials of the Department said, "the department's legal advisers have held that the Secretary's authority in the matter was ample under the original bill, and although no effort has been made by anyone to avoid the decisions of the European Arbitration Committees, the department feels that it is of great benefit to the cotton industry to have all doubt on the cotton question removed."



BILLS IN CONGRESS OF INTEREST TO MARKETING OFFICIALS:

- S. 2803, by Senator Glass, regulating within the District of Columbia the sale of milk, cream, and certain milk products. The Senate disagreed to House amendments and Conferees have been appointed in both Houses.
- S. 3107, by Senator Heflin, amending the cotton futures act has been reported out of Committee with amendments.
- S. 3632, by Senator Fletcher, amending the Federal Farm Loan Act and the Agricultural Credits Act of 1923, was reported out of House Committee with amendment, report 1481.
- H.R. 157, by Mr. Purnell, authorizing the more complete endowment of agricultural experiment stations, passed the House February 10.
- H.R. 12000, by Mr. Strong of Kansas, authorizing intermediate credit banks to rediscount paper of cooperative marketing associations, passed the House, and has been referred to the Senate Committee.

New Bills:

- S. 4300, by Senator Capper, creating a Federal cooperative marketing board, to provide for the registration of cooperative marketing, clearing-house, and terminal market organization. A similar bill was introduced in the House by Mr. Haugen, H.R. 12243.
- H.R. 12216, by Mr. Dickinson of Iowa, to encourage, promote and aid in the formation of cooperative marketing associations of producers of agricultural products; to aid in the efficient and economical operations of such associations; to provide for a cooperative marketing board, and also an advisory council.
- S. J. Res. 183, by Mr. Smith, and H. J. Res. 349 by Mr. Jones, Under the terms of these resolutions a joint congressional commission to make an examination and audit of cotton statistics in the Bureau of the Census would be established.
- H. Res. 439, by Mr. Bankin, directing the Federal Trade Commission to make an inquiry into cottonseed products.

MORE ABOUT THE APPROPRIATION BILL

The Agricultural Appropriation Bill passed by Congress last week carried a total for the Federal Bureau of Agricultural Economics of \$4,738,056, which is a decrease of \$20,686 below the amount available for the current year. The largest part of this cut was made in the "Salaries" (old statutory roll) and in the appropriation for Farm Management and Cost of Production. An increase of \$10,000 is provided for Market News Service and of \$8,000 for the enforcement of the United States Warehouse Act.

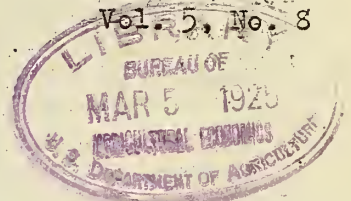


# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 25, 1925

## AGRICULTURAL OUTLOOK FOR NEW ENGLAND PREPARED BY COUNCIL



A report on the New England Agricultural Outlook for 1925 has been prepared under the auspices of the New England Research Council on Marketing and Food Supply. Representatives of New England agricultural colleges, departments of agriculture, farmers and farmers' organizations, the New England Crop Reporting Service, and the United States Department of Agriculture, helped in preparing the report. The object, as stated by the Council, is to give New England farmers more facts on which to base their plans for the coming season.

In summarizing the situation, the report says, "It may be expected that there will be a sufficiently strong degree of prosperity to maintain a relatively strong buying power for New England farm products throughout the year 1925." It goes on to show that "The demand for milk is running above last year and should be well maintained throughout the year. However, the production is now fully equal to the demand for fluid dairy products and farmers may, with profit, take advantage of the probable increase in meat prices this year to dispose of the more unprofitable low-producing cows."

The conditions point to good demand for high grade fresh eggs, according to the report. The potato outlook is uncertain, depending largely upon weather conditions. Present apple prospects are good, but the new crop will probably meet rather severe competition. Quality will help meet these outside supplies.

The report is to be printed and given wide distribution throughout the New England states. The Extension Services of the various states are also planning to use it extensively.

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## GERMAN AGRICULTURAL SITUATION REVIEWED BY FEDERAL BUREAU

Conditions in Germany with special reference to the food and agricultural production situation are reviewed in Foreign Crops and Markets for February 18, 1925, issued by the Federal Bureau of Agricultural Economics. The discussion on individual items is supplemented by tables giving pre-war and post-war production, trade, consumption, and movement of the principal agricultural products of Germany. Grains, meats, sugar, potatoes, fruit, and less important commodities are included in the numerous tables.



### FRANCE OFFERS OUTLET FOR AMERICAN MEATS

France, since the war, has become an important world market for meats, and in many ways offers a good outlet for American products, declares Robert F. R. Martin, United States Department of Agriculture representative who has just returned from a study of meat marketing methods in France.

The United States already supplies France with most of its imported pork products, including bacon, hams and sausage, and there are possibilities of increasing these exports," Mr. Martin says. "France also imports large quantities of beef but the supply comes mainly from Argentina."

The greatest opportunity for American meats in the French market at the present time is undoubtedly in pork, Mr. Martin says. Imports of chilled and frozen pork are permitted. The carcasses should be lean, and where possible not cut into sides; they are preferred without heads and can be imported in that condition by arrangement with the French sanitary service.

"The by-products field in France is also of interest. Fats and sausage casings especially are in demand. The French demand for offals of all sorts is increasing, and since the French do not save all of these in their own abattoirs there is increased opportunity for imports."

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### NORTH DAKOTA MAKES REPORT ON AGRICULTURE OF THE STATE

"The Agricultural Regions of North Dakota" is the subject of a recent bulletin by Rex E. Willard, Farm Economist, put out by the State Agricultural College.

The purpose of the report, as stated by the author, is: first, to portray the agricultural conditions as nearly as possible in each county of the state; second, to delineate or locate as nearly as possible regions of similar agricultural conditions; and third, to indicate possible lines of improvement in farm organization and practice in the various regions based on the information at hand.

In the 168 pages of the bulletin, there are discussions of the physical features of North Dakota, the climate, land area and utilization of the land, the yield of crops in the state, relative damage to the crops from various agencies, the agricultural belts, production trends, and a report of the agriculture of each county. Numerous maps supplement the text and twenty tables summarize a large amount of data.

As a source of information on North Dakota for the farmer wanting to know the best organization for his farm, the prospective settler wanting reliable information about the region, for investors who want to know the security offered, and for anyone wanting to learn the agriculture of the state, this report has been prepared by the college from the best information available from all sources.



EUROPEAN REPRESENTATIVES TO ASSIST  
IN PREPARING UNIVERSAL COTTON STANDARDS.

Representatives of foreign and American cotton exchanges and associations will meet with officials of the Federal Bureau of Agricultural Economics in Washington on March 9 to prepare 40 approved copies of the universal standards for American-grown cotton. The preparation of these copies of the universal standards is being done in accordance with supplemental agreement A negotiated last summer between this department and all of the cotton exchanges of Europe, except Liverpool. From these 40 copies, sets will be drawn by lot to be furnished the European exchanges to serve as a basis for arbitration by the committees of the exchanges adhering to the agreement. Some of the remaining sets will be distributed in this country for similar purposes.

Foreign exchanges to be represented include: Rotterdam Cotton Association, Manchester Cotton Association, Bremen Cotton Exchange, Havre Cotton Exchange, Italian Cotton Association and Ghent Cotton Exchange. American organizations sending representatives are: American Cotton Shippers Association, American Cotton Growers Exchange, New York Cotton Exchange, New Orleans Cotton Exchange, American Cotton Manufacturers Association, Arkwright Club of Boston, and New England Cotton Buyers Association.

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WORK OF HAY, FEED AND SEED DIVISION  
OF FEDERAL BUREAU OUTLINED

An outline of the organization and activities of the hay, feed and seed division of the Federal Bureau of Agricultural Economics has been prepared and is available on request to the Bureau, Washington, D. C. The discussion gives the scope of the hay, feed, and seed marketing work; the employees of the division, with the duties of each; the location of offices and laboratories; the publications and reports of the division and how to utilize its services. Beans, peas and broomcorn are included in the work of this division.

A summary of the work completed or under way in the division is given along with the problems to be met and the way in which the results are secured. Besides studies on marketing and handling the various products, regular market news is a part of the service offered. The market news service includes grain, hay, feed, seed, and broomcorn.

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The conference on cooperation recently called by the New Jersey Bureau of Markets was two days' pooling of experience and knowledge by the active cooperative association workers and the state and federal cooperation men present. Some twenty-one associations were represented, and while no formal action was taken, those in attendance declared that they had gained more of direct use in their work than is usual at such a meeting.



#### MINOR AMENDMENTS TO FRUIT AND VEGETABLE QUARANTINE.

Two additional amendments (Amendment Nos. 3 and 4), minor in character, made to Regulation 2 under Quarantine 56 for the purpose of better safe-guarding the entry of foreign fruits and vegetables, are announced by the Federal Horticultural Board, United States Department of Agriculture. The first of these applies to cured, or processed fruits and vegetables, including dried products, cured figs, dates and raisins, etc., nuts, and dry beans, peas, etc., which hitherto have been authorized entry without restrictions. This provision has now been amended to enable the department to bring the entry of such products under permit and regulation when it shall be determined that the condition of drying, curing, or processing to which they have been subjected may not entirely eliminate risk.

The other amendment relates to the paragraph of Regulation 2 providing for certain exceptions authorizing greater freedom of entry of fruits and vegetables from the countries covered. No provision had been made in this paragraph for conditioning the issuance of permits under these exceptions on the continued freedom of the countries concerned from invasion by fruit flies or other pests. The proviso now added to the paragraph introducing these exceptions is to meet such need. The immediate necessity for this amendment arises from the fact that the State of Victoria of the Commonwealth of Australia, one of the countries concerned in these exceptions, has recently become invaded by the Mediterranean fruit fly.

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#### ECONOMIC ORGANIZATION OF FARM STRESSED IN WISCONSIN REPORT

The importance of the economic organization of the farm is emphasized in the annual report of the Extension Service of the Wisconsin College of Agriculture which has just been issued. "Which Way Now? More Dairying or More Sources of Income?" These are the questions asked and discussed in the report. The bearing of the various extension activities on the problem of profitable production and organization is shown:

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#### TEXAS SPINACH DEAL SUMMARY FOR 1923-24 DISTRIBUTED

The summary of the Texas Spinach Deal for 1923-24, prepared by J. Austen Hunter, is available from the Federal Bureau of Agricultural Economics, Washington, D. C. Reports for that season were sent out from Austin, Texas, during the periods, January 2 to April 19, 1924. The Federal Bureau, the Texas Markets and Warehouse Department, and the Radio Division, University of Texas, cooperated in handling the reports.



MINNESOTA HOLDS SUCCESSFUL  
EGG CANDLING SCHOOL

The work accomplished by the "Egg Candling School" recently held in Minneapolis, Minnesota, is more nearly expressed by calling it a "Dealers Institute" states Hugh J. Hughes, Director of Markets for that state. "We were not concerned, save in a small part, with the men doing work preparatory to inspection," he says. "We had the head candlers, heads of storage houses, and men that were heads of the various business organizations represented in the meetings. All these were men of experience, many of them nationally known experts in their various lines."

The two week program consisted of a lecture hour at 9.00 o'clock each morning, followed by two hours of egg candling, supplemented by another candling period from 1.30 to 3.00 p. m. From 3.00 until 4.00 was business men's hour, in which the discussion of the morning was completed. The aim was to make the work as practical as possible, and to that end, the cooperation of the American Express Company, the Western Weighing and Inspection Bureau, the cold storage men and various trade representatives, as well as men from the Extension Division of the State College of Agriculture, the Dairy and Food Division and the Marketing Division was secured.

The school was put on by the Minnesota State Marketing Division and the Federal Bureau of Agricultural Economics represented by J. M. Borders and H. G. F. Hamann.

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VIRGINIA HAS COMPLETED  
ORCHARD SURVEY OF STATE

An orchard survey has just been completed in Virginia covering practically all orchards of more than 100 trees. It was made under the direction of the Chief of the State Bureau of Statistics who is also Agricultural Statistician for the Virginia Department of Agriculture. The Extension Division and the State Department cooperated in the work. The survey shows the age and variety of trees in practically all commercial orchards. It is expected to be of great help in the future development of the fruit industry in Virginia.

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SOY BEAN GRADES  
FAVORED BY DEALER

"We are very much in favor of the Government establishing grades, as we believe it would be a great help to all handlers of soybeans. It would safeguard both the shipper and the buyer, and would do away with the necessity on good merchantable beans of having to sell by sample."

This paragraph is taken from a letter written by one of the large wholesale dealers in soybeans to the board of trade of a large terminal market



### REPORT ISSUED ON ECONOMICS OF POULTRY FARMING IN WASHINGTON

A preliminary report on the economics of poultry farming in western Washington has been prepared by the Federal Bureau of Agricultural Economics and the State Experiment Station, Division of Farm Management, and published by the State College.

This report is based on a business analysis of 107 commercial poultry farms. Its object is to assist commercial poultrymen in Western Washington in the interpretation of economic problems affecting their industry as a whole as well as to obtain information concerning the efficiency of individual farms. Some of the outstanding problems brought out by the study are considered in the report.

Nineteen tables are given which show production, sales, prices, and details of the farms studied.

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### COST OF LIVING AMONG COLORED FARM FAMILIES SUBJECT OF BUREAU STUDY

A preliminary report on the cost of living among colored farm families of selected localities of Kentucky, Tennessee and Texas, prepared by the Federal Bureau of Agricultural Economics, is ready for distribution by the Bureau, Washington, D. C.

The studies were made by E. L. Kirkpatrick, Associate Agricultural Economist for the Bureau, and J. T. Sanders, formerly Assistant Agricultural Economist, in the Bureau, now head Department of Agricultural Economics, Oklahoma A. & M. College. The costs studied were for the year ending January first, 1920. Personal visits to the homes were made in collecting the data used. Five tables present the statistics. One table gives comparisons between this group of families and the white families living in the same territory.

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### MARKET NEEDS FOR MOHAIR STANDARDS SHOWN

That it is not advisable to attempt to establish a market reporting service on mohair until standards for the product have been promulgated was the decision of a meeting at Portland, Oregon, held late in January. Those attending the meeting included representatives of the Chamber of Commerce, the Pacific Wool Growers, the Angora Journal and the Federal Bureau of Agricultural Economics.

Work looking to the establishment of standards for mohair is already under way. A representative of the Federal Bureau who was stationed at the warehouse of the Pacific Cooperative Wool Growers last year graded more than 100,000 pounds of mohair and selected tentative types for study.



AMERICAN INSTITUTE OF COOPERATION  
ANNOUNCES FOUR WEEKS PRACTICAL COURSE

The first session of the American Institute of Cooperation which will be a four weeks practical educational course in cooperation, has just been announced. The session is to be held at Philadelphia, in cooperation with the University of Pennsylvania, from July 20 to August 15, 1925.

"The Institute offers," according to the announcement, "a source from which members, employees and officers of cooperative marketing organizations, teachers of marketing in universities and colleges, public marketing officials and private and public research workers will be able to secure training. Practical experience and knowledge will be pooled for the mutual benefit and the advancement of sound operation.

"The Institute will serve to clarify thought concerning the real goals of cooperative endeavor; to analyze the experience thus far accumulated and to develop leaders and workers who can effectively serve the future needs of the movement.

"The whole spirit in which the Institute is conceived is that of the social and economic welfare of the nation."

Topics for study during the four weeks have been planned so that students who cannot attend the full time may select the subjects of most interest to them individually. The subject for the first week will be the economic principles and legal structure of cooperation. Organization and membership problems are to be discussed the second week; the third, operating methods and management problems; and the last week, sales policies and price problems.

The American Institute of Cooperation was incorporated recently as an educational institution. The present list of participating organizations includes, The American Farm Economics Association, The National Association of Commissioners, Secretaries and Departments of Agriculture; The National Grange, Patrons of Husbandry; The American Farm Bureau Federation; The Farmers' Educational and Cooperative Union of America; The National Cooperative Milk Producers' Federation; The National Board of Farm Organizations; The National Association of Marketing Officials; The Sun Maid Raisin Growers of California; The American Committee on the International Institute of Agriculture at Rome; The Federated Fruit and Vegetable Growers; The Staple Cotton Cooperative Association of Mississippi; The National Pecan Growers' Exchange; The Illinois Agricultural Association; The Pennsylvania Farmers' Cooperative Federation; and The Farmers' National Grain Dealers' Association.

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Changes in the specifications for Badger State Brand certified seed potatoes were decided at a conference held in Madison, Wisconsin, recently. The specifications now require that in addition to the field certification by a pathologist, the remaining requirements for the grade will be the same as U. S. No. 1 for all varieties except Triumphs, which will be admitted with a minimum size of  $1\frac{1}{2}$  inches in diameter.



IN CONGRESS:

- S. 2803, by Senator Glass, regulating within the District of Columbia the sale of milk, cream, and certain milk products. The Conference report has been agreed to.
- H.R.157, by Mr. Purnell, authorizing the more complete endowment of agricultural experiment stations, has been passed by the Senate. Bill will now be sent to President.

New Bills:

- S. 4322, by Senator Norris, to encourage, promote; and aid in the formation of cooperative marketing associations, of producers of agricultural products; to aid in the efficient and economical operation of such association, provide for a cooperative marketing board and also an advisory council and for other purposes.
- S. 4539, by Senator Ladd, to authorize the Secretary of Agriculture to advise and assist cooperative associations of producers of agricultural products and others by the promotion of sound business practices, establishing uniform standards of classification, providing for the registering of cooperative associations, inspection of agricultural products, a market news service, and for other purposes.
- H.R.12346, by Mr. Jones, declaring an emergency in respect to certain agricultural commodities.
- H.R.12348, by Mr. Haugen, to create a Federal Cooperative marketing board to provide for the registration of cooperative marketing, clearing house, and terminal market organization, and for other purposes. Reported out of Committee without amendment February 18.
- S.J.Res.169, authorizing the Secretary of Agriculture to waive all requirements in respect of grazing fees for the use of national forests during the calendar year 1925 has been passed by the Senate and referred to the House Committee.

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CONFERENCE HELD ON CORRELATION  
OF BRITISH AND U. S. WOOL GRADES

A conference held recently in Washington, D. C. to consider recommendations made by the British Wool Federation on correlation of average British wool grades and the official U. S. Standards with refinements, decided on slight changes in the correlated set of wool grades. The changes were made to get full British approval of the correlation. This in no way alters the U. S. Standards. Attending the conference were representatives of the trade, the Federal Bureau of Standards, and the Federal Bureau of Agricultural Economics.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 4, 1925

Vol. 5, No. 9.

## MONTANA COLLEGE PREPARES AGRICULTURAL OUTLOOK REPORT FOR 1925.

Montana's Agricultural Outlook for 1925 is the title of a bulletin which has just been released by Agricultural College of that state. M. L. Wilson, Agricultural Economist, and H. E. Selby, Assistant Professor of Farm Management, are the authors.

The Montana College sent a man to Washington to get first hand information from the Federal Bureau of Agricultural Economics as soon as it became available in the preparation of the general outlook report made by that Bureau. With this background, the State workers prepared the state report, which interprets the world situation in terms of Montana farm conditions.

As this is the first Outlook Report attempted by the College, considerable space is given in the bulletin to explaining its purpose and use. The methods of securing and interpreting facts are outlined and rather specific recommendations made to the farmers of the state. Extensive quotations from the report of the Federal Bureau are followed by discussions of the relation of the general facts to local practices.

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### INDEX TO MARKETING ACTIVITIES FOR THE YEAR 1924 IS AVAILABLE

A complete index to Marketing Activities for the year 1924 has been prepared and is available on request. Anyone keeping files of marketing Activities who wants the index write to Editor, Marketing Activities, Division of Information, Bureau of Agricultural Economics, Washington, D. C.



COTTON TARE IN UNITED STATESSUBJECT OF STUDY BY FEDERAL BUREAU.

A preliminary report on the investigations of American cotton tare being made by the Federal Bureau of Agricultural Economics has been issued. The report is largely a statement of present practices which brings out the problem before the trade and suggests methods of approach. State laws on tare, market customs, foreign practices and the objections to parts of the present tare system are tabulated and discussed.

That this problem of tare is a live issue was shown by the attendance and interest at a meeting of representatives of all branches of the cotton trade held in Washington last week to discuss the work being done by the Federal Bureau. Farmers, cotton dealers, both domestic and exporters, bagging supply men, spinners, state marketing officials and other interests connected with handling cotton had representatives at the meeting to consider, with officials of the Federal Bureau, what further work is desirable.

A resolution was adopted at the meeting urging the Bureau to make investigations looking toward the standardization of cotton baling methods and the selling of cotton on a net weight basis. The Bureau was also urged to continue its studies of ginning practices, sampling methods in trade channels, high density compression, and cotton handling methods generally. It was proposed that a further conference of the cotton industry be called at the completion of the department's preliminary studies to give consideration to the desirability of fixing uniform methods of covering cotton to eliminate irregularities in "tare" weights and to the subject of selling cotton on a net weight basis.

The preliminary report is available from the Federal Bureau of Agricultural Economics, Washington, D. C.

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NORTH CAROLINA STRAWBERRY DEALFOR 1924 SUMMARIZED BY FEDERAL BUREAU.

The North Carolina Strawberry Deal has been summarized by V. D. Callanan and may be secured from the Federal Bureau of Agricultural Economics, Washington, D. C. A table showing the daily jobbing prices on five markets and the quotations on competing berries is a feature of the summary. Competition from other sections is another interesting discussion.

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SURVEY OF RHODE ISLAND MARKETSFOR FARM PRODUCTS PLANNED.

A recent meeting of the Rhode Island Agricultural Conference composed of farmers, representatives of farmers' organizations, Chambers of Commerce, and others, considered a report on a proposed survey of agriculture in the state. After hearing the report, the meeting instructed the committee to draw plans for a comprehensive study of Rhode Island's markets for farm products and of Rhode Island farming in relation to these markets.



STATISTICS ON HORSES, MULES AND  
MOTOR VEHICLES PUBLISHED BY BUREAU.

Statistics on horses, mules, and motor vehicles for the year ending March 31, 1924, with comparable data for earlier years have been compiled by the Federal Bureau of Agricultural Economics and published as U. S. Department of Agriculture, Statistical Bulletin No. 5. It is available for distribution from the Division of Publications, U. S. Department of Agriculture, Washington, D. C.

The bulletin contains 104 tables which show the number of horses and mules on farms and not on farms for the census years, and also by states for 1920. It also gives the data on pure breds and for jack and stallion registration.

A comparison of the number of horses and mules in the principal countries is given in one table. The number of work animals is compared with the area of improved land both in the United States and in other countries. Receipts at the various markets, exports, prices, and imports are other figures given. Some of the records go as far back as 1802. Costs of keeping horses and of horse labor make another set of tables.

Data on the number of tractors and registration of motor vehicles is included, with some comparisons of the cost of performing similar operations by horse and motor power.

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SHIPMENT AND RECEIPT SUMMARIES  
FOR FRUITS AND VEGETABLES AVAILABLE.

Summaries of the carlot shipments of fruits and vegetables from the Pacific Northwest, the arrivals and unloads at Pittsburg, Pa., and the unloads at Philadelphia, Pa., have been prepared by the Federal Bureau of Agricultural Economics and are available for distribution.

The Pacific Northwest summary gives the 1924 shipments of the principal products from four states, Idaho, Montana, Oregon, and Washington. Shipments of each product by months from each state and billing station are tabulated. This report is available from the Spokane office, 424 Federal Building.

Arrivals and unloads of 17 leading fruits and vegetables at Pittsburg, Pa. for 1924 and comparisons with 1923 and 1922 are given in the report from the Pittsburg office. The tables show receipts from each state and the monthly unloads of each product during 1924 on the basis of states of origin.

The annual summary of carlot fruits and vegetables unloaded in Philadelphia, Pa., during 1924 reports on 60 products. Comparative figures for 1923 are included. Each product is tabulated separately and the 1923 figures given. Comparative data for five years is given for the most important products.

The Pittsburg and Philadelphia reports are available from the Federal Bureau of Agricultural Economics, Washington, or the local offices.



HEARINGS ON HAY AND  
BEAN GRADES ANNOUNCED.

Hearings on the proposed U. S. grades for alfalfa Johnson and wild hay and for dry beans have been announced by the Federal Bureau of Agricultural Economics for the following places and dates:

- March 9 - 10:00 A.M., Montgomery, Alabama; Chamber of Commerce - Alfalfa and Johnson hay.
- 11 - 10:30 A.M., Fort Worth, Texas; 1st Floor Neil P. Anderson Bldg. - Alfalfa and wild hay.
- 13 - 10:00 A.M., San Antonio, Texas; c/o Adjutant's Office, Fort Sam Houston - Alfalfa, Johnson and wild hay.
- 16 - 10:30 A.M., El Paso, Texas, Chamber of Commerce - Alfalfa hay.
- 19 - 10:00 A.M., Phoenix, Arizona; Jefferson Hotel - Alfalfa hay.
- 20 - 10:00 A.M., Los Angeles, California; Grain Exchange, Room 1 W. Hellman Bldg. - Alfalfa hay.
- 20 - 2:00 P.M., Los Angeles, California; Grain Exchange, Room 1 W. Hellman Bldg., - Beans.
- 23 - 10:00 A.M., Fresno, California; City Council Chamber - Alfalfa hay.
- 25 - 1:30 P.M., San Francisco, California; Room 403 - 255 California Street - Beans.
- 26 - 10:00 A.M., San Francisco, California; Room 244 - 25 California Street - Alfalfa hay.

The time and place for other hearings are to be announced later.

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MILK AND CREAM MARKET REPORTING  
SERVICE FOR NEW YORK CITY DISCUSSED.

Establishment of a market reporting service on fluid milk and cream for New York City was discussed at a conference last week. Attending the conference were representatives of the Federal Bureau of Agricultural Economics, Cornell University, New York State Department of Farms and Markets, the Dairyman's League and the Milk Conference Board. The service, if established, is to be similar to other market news service as it will show supply, demand, prices and market conditions. The plans are for the service to be carried on cooperatively by the Federal Bureau of Agricultural Economics, the New York Department of Farms and Markets and possibly Cornell University.

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The Erie Railroad Company is distributing a list of agricultural products for sale by people in the territory adjacent to its lines. The listing is free. Buyers may also list their wants under the same conditions.



DEPARTMENT HAS NEW FILM ON  
BLACK MOLD IN STRAWBERRIES.

"Why Strawberries Grow Whiskers" is the title of a new United States Department of Agriculture film just completed for the Bureau of Plant Industry. It is designed to help the strawberry grower and shipper in their war against black mold. Among the interesting features of the film is a long-time motion picture showing the growth of black mold, covering a period of twenty-four hours or more, in a few seconds on the screen.

This is a one reel film and will be circulated through the educational film service of the department and the cooperating state institutions. Copies may be borrowed for short periods or may be purchased at the laboratory charge. A complete list of the department's films, with information on the method of distributing them, is given in Miscellaneous Circular 27, which may be obtained on application to the department at Washington, D. C.

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STATISTICS FOR THE FARMER  
DISCUSSED BY FEDERAL BUREAU MAN.

Crop and market reports and statistics as prepared by the Federal Bureau of Agricultural Economics and how they may be of direct use to the farmer were discussed by W. F. Callander, chairman of the Federal Bureau, Crop Reporting Board, at a recent conference of Extension Directors of the Eastern States. Copies of the discussion, "Taking Statistics Home to the Farmer," are available from the Bureau, Washington, D. C.

"Agriculture, to a greater degree than in almost any other line of business, needs to anticipate the future if those who are engaged in it are to enjoy the greatest measure of prosperity," Callander declares. Commenting on the difficulty met by the individual farmer in getting and using the information needed for intelligent planning, he says, "Unless the average farmer can look to the various agencies working for the improvement of agriculture for guidance, there is danger that in periods of abnormal prices, production will get badly out of line."

He then mentions the development of crop and livestock reporting services by the Government and the form in which these reports are available. Other developments along the line of better service offered by the government are traced and finally he gives specific examples of how the service can help the individual.

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KANSAS HOLDING HAY  
STANDARDIZATION MEETINGS

Meetings to discuss the proposed Federal grades for alfalfa are being held by the Kansas Experiment Station and the Federal Bureau of Agricultural Economics in cooperation at Larned Kansas on March 4; Emporia, March 5; and Burlington, March 6. Samples of hay will be on display at each meeting and the Federal grades demonstrated.



OKLAHOMA TRYING CARLOTSHIPMENTS OF EGGS TO NEW YORK

Oklahoma is testing carlot shipping of eggs to New York City. The latter part of February a demonstration car was started, the first of the load being picked up at Avard, followed by stops at several other points for more eggs, and at Tulsa where the load was completed and shipped to New York. The plan is to have the load inspected and passed upon by a Federal egg grader at New York and then sold to the best advantage. The state authorities expect to expand this carlot type of shipment. Along with the shipping movement they expect to develop better grading and packing among the producers to overcome the price penalty now paid by Oklahoma eggs on account of indifferent handling.

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CORNELL USES MARKETREPORTS FOR CLASS WORK

Various departments of Cornell University are finding practical use in class work for the market reports and special releases issued from Rochester, New York, .. One professor recently requested that he be furnished regularly throughout the season with copies of the daily market reports for use in his marketing class of 35 students. Another request was for a supply of daily reports and some special reports to use during Farmer's Week at Ithica. He also wanted 200 copies of the reports for distribution at farmer's meetings for the discussion of marketing problems. Other requests asked for bulletins and reports for use at an Extension Meeting and for the winter short course in marketing.

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STANDARDS FOR COTTONLINTERS PROPOSED.

Standards for cotton linters are being prepared by the Federal Bureau of Agricultural Economics. The proposed standards will consist of seven grades, with twelve samples in each grade. Of the twelve samples, four will represent linters from the Southeast, four the Mississippi Valley, and four the Western cotton section.

At the request of the Interstate Cotton Seed Crushers Association, the Federal Bureau began work on the standards last May. After conferences with the producers, dealers and consumers of linters, and a study of the utilization of linters by spinners, felters, and chemical users, a tentative set of grades was prepared. These grades have been approved by the linters committee of the Cottonseed Crushers Association and by the Better Bedding Alliance of America.



WOOL GROWERS INTERESTEDIN GRADING AND STANDARDIZATION

Western wool growing interests are pushing standardization and grading for their product. The Extension Division of Utah Agricultural College in cooperation with the Federal Bureau of Agricultural Economics recently held a two day wool grading school which was attended by representatives of wool marketing and growers pooling associations handling a total of more than 75 per cent of the wool produced in the state. The school consisted of lectures and practical work on grading wool according to the U. S. Standards. G. T. Willingmyre, of the Federal Bureau, conducted the work.

At the annual agricultural extension workers conference in Nevada called by the director, C. W. Creel, a program for 1925 was mapped out for 14 wool grading demonstrations to be held in various places over the state.

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NEW ENGLAND TOBACCOPRODUCTION SURVEYED.

A survey of the acreage and production of tobacco in New England for 1924 has been completed by the Crop Reporting Service for that area which is maintained by the Federal Bureau of Agricultural Economics and the State Departments of Agriculture cooperatively. The survey reports in detail on each type of tobacco grown. Comparisons back to 1915 are included. A discussion of acreage estimates made during the season brings out some of the difficulties and also the reliability of these reports. Hail damage is also reported.

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KENTUCKY-NORTH TENNESSEESTRAWBERRY DEAL SUMMARIZED

A summary of the Kentucky-North Tennessee strawberry deal for 1924 prepared by G. D. Clark is available from the Federal Bureau of Agricultural Economics, Washington, D. C.

The Aroma strawberry is the leading variety produced in this section and has proved popular on the markets. The summary makes a comparison between the Kentucky-Tennessee crop and the Missouri berries which were competitors on part of the market. Tables give the usual information concerning daily and weekly shipments, destinations and comparisons with other years. One table gives the carlot shipments of strawberries from important producing states during the past five years.

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The Wisconsin Department of Markets reports that it assisted seventeen cooperative associations of farmers in that state to organize, reorganize, or on technical problems connected with such development of the associations, during January.



IN CONGRESS:

S. 4206, by Senator McNary, to create a Farmers export Corporation; to prevent a recurrence of agricultural depression; to place agricultural commodities upon an equality under the tariff laws with other commodities; to place agriculture on an equality with industry and labor, has been reported out of the Committee without amendment. H.R. 12390, for the same purpose was reported out of the House Committee.

H.R. 12348, to create a Federal Cooperative Marketing Board, to provide for the registration of cooperative marketing, clearing house, and terminal market organization, and for other purposes, passed the House February 26. The Dickinson bill, of similar title, was substituted for the Haugen bill on the floor of the House.

S. 3978, by Senator Norris to authorize the Secretary of Agriculture to cooperate with State officials, crop improvement associations or growers of seeds, and other interested parties, to encourage the production of seeds of a high varietal purity and quality, and for other purposes, has been reported out of the Committee without amendment. Report No. 1225.

S.J.Res. 172, authorizing the appropriation of certain amounts for the Yuma irrigation project, Arizona, has been signed by the President.

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SUPREME COURT UPHOLDS  
VIRGINIA STATUTE

The Supreme Court of Virginia has upheld the state statute which provides that a warehouseman must place the true name of the owner on all tobacco offered for sale in a public warehouse controlled by him. The decision was made in the case of Reaves Warehouse Corporation v. Commonwealth and Motley v. Commonwealth. It appears that in each of the cases the defendants failed to observe this provision of the statute and were prosecuted and convicted. They then appealed the cases.

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W. B. Lanham, Extension Specialist in Marketing, Texas A. & M. College, is spending ten days in Washington visiting the Federal Bureau of Agricultural Economics, to get better acquainted with the work which the Bureau is doing which will help in solving Texas marketing problems.

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Regulations governing the publication of crop reports by the Federal Bureau of Agricultural Economics are available as Miscellaneous Circular No. 37. The circular gives the dates on which the regular crop and condition reports will be released during 1925. Requests should be sent to the Bureau of Agricultural Economics, Washington, D. C.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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March 11, 1925

Vol. 5, No. 10.

## COTTON TRADE REPRESENTATIVES ARE PREPARING COPIES OF UNIVERSAL STANDARDS

Representatives of European and American cotton associations are working with the Federal Bureau of Agricultural Economics this week, preparing 40 sets of the Universal Cotton Standards to be used in the international cotton trade during the coming crop year. The sets will be distributed to the foreign exchanges which have agreed to use the Universal Standards and to the various Exchanges in this country. Some 18 representatives of foreign associations and eight from the United States are present. This is the annual meeting to prepare copies of the standards for the ensuing year which is provided for in the agreement with the European Exchanges.

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## CROP REPORTS TO BE BROADCAST BY RADIO

Arrangements have been made for broadcasting by radio the crop reports prepared by the Division of Crop and Livestock Estimates, Federal Bureau of Agricultural Economics. On the dates announced in Miscellaneous Circular No. 37 for the various crop reports, the division will prepare special releases for the radio stations. These releases will be telegraphed to all branch offices of the Bureau for transmission to the broadcasting stations with which the Bureau has established contacts. This service began with the report issued March 9, covering stocks on farms and shipments out of the country of corn, wheat, oats, barley, rye, and hay.

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## BUTTER INSPECTION SHOWS RESULTS IN MINNESOTA

In a recent letter Hugh J. Hughes, Director of Markets, Minnesota Department of Agriculture said in part:

"The Federal-State butter inspection is going ahead with even better results than we had anticipated when it was first talked of. I understand that the butter coming in for inspection now runs close to 70 per cent ninety-two score or better, where a year ago it was running about 25 per cent."



REVIEW OF EUROPEAN APPLE MARKETPREPARED BY FEDERAL BUREAU REPRESENTATIVE

We may expect a great falling off in exports of apples to the British market during the later part of the winter, reports Edwin Smith, Foreign Representative of the Federal Bureau of Agricultural Economics, who has been studying the foreign fruit markets at first hand. The total shipments to Germany from the 1924 crop will also fall below those of the corresponding time last year, he believes.

While the 1924 English apple crop was short, Smith says that the apple districts of Holland, Switzerland, Northern Italy, Czecho-Slovakia, Roumania, and Jugo-Slavia had the heaviest and best crop they have ever harvested. These apples compete with American exports. This competition represents a tremendous volume and some very high class products. Tyrolian shippers put a package on the market that is second only to the Pacific Northwestern boxes. In German and Scandinavian markets these apples are seen in greater volume than are American apples.

English Crop Poor

Owing to the poor quality of the English crop, early season shipments of American apples to the British markets brought unusually high prices, Smith points out, and gave a favorable indication of demand for later shipments. This together with the American market situation prompted the export speculators to buy heavily of the sizes and varieties suitable for export. Early exports were in about the same volume as during the preceding season. The heavy supplies finally resulted, during December and January, in price levels usually lower than those in the eastern markets of the United States. This was especially true for boxed apples.

Another depressing influence on the British market was large supplies of small and inferior apples from Virginia. Expecting a shortage of cheap apples abroad, unusual quantities of small York Imperials were sent to England. During December there was a demand for Western New York R. I. Greenings, but practically none came on the market, Smith says. Late in January and February, they have been arriving in quantities larger than the market warranted.

Prices Cut Consumption

The British buying power for high priced apples has not been good for the past two seasons, according to Smith. Under present conditions, as the price goes up consumption is sharply reduced, for the worker does not have money to pay the prices. Oranges are plentiful and cheap and he thinks this may also have an effect on the demand for apples.

Various conditions caused larger importations of apples into England from August to December than the market warranted. Now, as prices on those markets gradually come up to levels being maintained in the United States, consumption will be very much below that of last year. This will reduce the exports from America during the latter part of the winter.



### Germany Used Many Apples

The condition of the currency and a craving for American apples resulting from the years they were cut off from all supplies, caused Germany to demand more apples, during the early part of the 1923 season, than the available supply could satisfy. In March 1924 the stabilization of the currency and the cost of living stopped the demand until the end of the season. 4?

With the beginning of the 1923 season the people were more settled. Some importers kept their faith in the persistence of the German appetite for American apples and heavy shipments were sent to Hamburg as soon as the American harvest got into full swing. The results were disastrous.

Two things contributed to this collapse of the market, Smith believes. The situation during the winter of 1923-24 was wholly artificial and probably never will be duplicated again. In the second place during the fall of 1924 the German market was deluged with supplies of apples from European sources where record breaking crops were harvested. These apples went on the market at low prices as many were shipped in bulk at low cost and they were not subject to an import tax. Under these circumstances the opening for high-priced American apples was very small.

### Formerly Used Barreled Apples

Prior to the war, Germany imported large quantities of barreled apples from the United States and Canada. Outbound shipping from Germany to the United States resulted in low freight rates on apples. The American apples met a German demand for high quality cheap fruit. At the present time the higher freight rates coupled with an import tax amounting to \$2.39 for each 220 pounds makes the American barreled apples nearly as expensive as the boxed fruit. The difference is so small that buyers have turned to the boxed apples as they arrive in a condition that makes them preferable for reshipping and are generally more satisfactory in meeting the demands for high class apples.

Reliable importers make the statement that large quantities of barreled apples will not be imported into Germany until there are lower import taxes. While some efforts are being made by the importing interests to get the tax reduced they are not very hopeful of success. They suggest a commercial treaty between America and Germany which will specify German import tax concessions on American fruit. Such a treaty is in effect between Spain and Germany giving oranges a low tax.

### Better Market Now for American Apples

Since the holidays the German market for American apples has strengthened as the previous supplies have been exhausted and the home supplies reduced. The moderate supplies reaching that market have realized prices equal to American levels. While prices have been satisfactory on direct shipments to Germany which have landed in good conditions, this has not always been the case with apples reshipped from England, Smith states. It is anticipated that shipments to Germany will be moderate during the rest of the season and that the prices will reflect the American costs with a margin of profit for the exporter. This will hold down consumption so that total shipments to Germany from the 1924 crop will fall far below those of last year.



The Scandinavian markets have been supplied by direct purchases in the United States and Canada to a greater extent than usual, he says. This has caused prices to be influenced to a lesser degree by prices in England than would otherwise have been the case. Thus in Norway, Sweden and Denmark prices to the Scandinavian consumer have ruled higher than to the British. Exports have fallen off correspondingly. Indications are that they will continue to take reduced supplies for the rest of the season. As the buying power in these countries is not as strong as it is in the United States it is doubtful if they will keep up their ratio of consumption at the high apple prices that are being maintained in the American markets this winter.

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#### NEW JERSEY DEPARTMENT

##### SUMMARIZES POULTRY RECORDS

Tables showing costs, production, profits and other items concerning practical poultry practices in New Jersey have been worked out by the Department of Poultry Husbandry of the State College from the cooperative records kept by poultrymen in the state. Nearly 2000 poultrymen are keeping records in New Jersey. They meet once a month in county groups with the county agent and the poultry specialist and go over their records with a view to reducing costs and increasing profits. These records are collected in the state office. The tables which cover the year beginning November 1, 1923 and ending October 31, 1924 are from the records of 30 poultry farms none of which handled less than 500 birds.

In the February "Hints to Poultrymen" put out by the New Jersey Agricultural Experiment Station, a report is given on the present outlook for the poultryman. Feed prices are discussed, egg and poultry prices compared and the factors to be considered in making up the plans for the season considered.

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#### PLANS MADE FOR MARKET NEWS

##### SERVICE TEMPORARY FIELD STATIONS

Temporary field stations of the market news service conducted by the Federal Bureau of Agricultural Economics are to be opened, according to present plans, as follows:

Mobile, Alabama; first report for cabbage on April 1, probably close May 30; first for potatoes on May 15, close June 15; and first for cucumbers, May 20, close June 10.

Hammond, Louisiana; first report for berries on April 1, close May 10.

Laredo, Texas; first report for onions on April 1, close May 20.

Hastings, Florida; first report for potatoes on April 10, close May



PENNSYLVANIA STARTINGACCREDITED HATCHERIES PLAN

The Pennsylvania State Bureau of Markets is in charge of an accredited hatchery plan which is being started in that state this year.

The idea of the plan, according to the Pennsylvania authorities, is to establish certified or accredited flocks of chickens in various parts of the state which will be used as a source of eggs for hatcheries. This is expected to aid in developing a higher standard of baby chicks and reduce the great losses which result each year because of the high death rate of chicks. In certifying flocks, each bird is to be examined and tests made for white diarrhoea when needed. So far the flock owners are in favor of the plan and are cooperating in every way.

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WISCONSIN COOPERATIVE COOPERATETO REDUCE FREIGHT ON BUTTER.

Pooling butter for shipment in carload lots with a resulting saving of freight and improvement in service is proving successful for groups of cooperative creameries in Wisconsin. The plan was worked out by the Wisconsin Cooperative Creameries Association. Many small groups of creameries are now consolidating their shipments to the advantage of all. Each group, working on a basic plan, make their own special rules and arrangements to meet local conditions.

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SUMMARY OF TEXAS TOMATO DEALFOR 1924 AVAILABLE

The summary of the 1924 Texas Tomato Deal has been prepared by W. H. Mosier and is available from the Federal Bureau of Agricultural Economics, Washington, D. C. The tables show the acreage, carlot shipments for each day of the season, place of origin of shipments, destination, and the market prices. Jacksonville, Texas, was the heaviest shipping point and the center from which market quotations were issued.

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REPORT ON POTATO STOCKSPREPARED BY FEDERAL BUREAU

A report on the stocks of Irish potatoes on hand January 1, 1925, in the 35 late potato states has been released by the Federal Bureau of Agricultural Economics. Comparative stocks for the surplus producing states and the usually deficient states both as groups and as individual states are shown in tables. The report is available on request from the Bureau, Washington, D. C.



DELAWARE BUREAU OF MARKETSREPORTS SHIPMENT OF FARM PRODUCTS

A report on the agricultural production of Delaware during 1924 has been prepared by the Bureau of Markets of the State Board of Agriculture. It covers agricultural commodities moved out of the state. Railroad, water and truck movements are included.

Only carload shipments by freight or express are reported. The railroads furnished the figures, and no data was available for less than carload shipments. For the first time accurate data concerning the movement of farm products by truck is given. This is furnished by the State Highway Department which maintains weighing stations along the principal highways during the shipping season.

Data on the amount of agricultural products canned in the state is also included for the first time. Reports from the canners were used in making up this part of the report. Only products grown in the state are considered. The figures on shipments by water are in part estimates, but the Bureau says it feels this part of the report is very accurate. The money value of the commodities reported was obtained from the Federal Bureau of Agricultural Economics.

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FLORIDA VEGETABLES SHIPMENTS TO BE  
INSPECTED AT TRANSFER PLATFORM

Arrangements have been made for inspection, by federal inspectors, of less than carlot shipments of beans, lettuce, tomatoes, and other vegetables at the transfer platform in Jacksonville, Florida. These shipments come in from various local stations throughout Florida and are consolidated into carloads for separate destinations in the North. This inspection work is undertaken at the request of the American Railway Express Company.

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MEAT QUALITY DISCUSSED  
AT RICHMOND MEETINGS

As a part of the campaign for better meat in the city of Richmond, Virginia, W. C. Davis of the Federal Bureau of Agricultural Economics, recently gave a talk at a meeting of housewives and another to a group of retail meat dealers in that city. The Richmond Housewives League is actively behind this movement. What to look for and what to avoid in buying meat was discussed in the women's meeting. A system for establishing uniform grades of meat was presented to the dealers. The women's organization is asking for a series of smaller group meetings in the near future to study more carefully the problem of quality in meats.



CONGRESSIONAL ACTION OF  
INTEREST TO AGRICULTURAL WORKERS

The PURNELL BILL, (H.R. 157) "to authorize the more complete endowment of agricultural experiment stations", was signed by the President on February 24. This act authorizes an appropriation in addition to amounts now received by agricultural experiment stations of \$20,000 for the fiscal year ending June 30, 1926; \$30,000 for 1927; \$40,000 for 1928; \$50,000 for 1929; \$60,000 for 1930; and \$60,000 for each fiscal year thereafter to be paid to each State and Territory\*\*\*\*. The funds shall be used exclusively for "conducting investigations or making experiments bearing directly on the production, manufacture, preparation, use, distribution and marketing of agricultural products, and including such scientific researches as have for their purpose the establishment and maintenance of a permanent and efficient agricultural industry, and such economic and sociological investigations as have for their purpose the development and improvement of the rural home and rural life, and for printing and disseminating the results of said researches." An appropriation of \$960,000 to cover the work for the fiscal year 1926 was carried in a deficiency bill (H.R. 12392) signed by the President on March 4. The passage of the Purnell bill was recommended by the Presidents Agricultural Conference.

The FLETCHER-STRONG BILL, (S. 3632) "to amend the Federal Farm Loan Act and the Agricultural Credits Act of 1923 was passed and signed by the President on March 4. The Agricultural Credits Act of 1923 authorized the formation of national agricultural credit corporations but did not give such corporations the right to rediscount this paper with the intermediate credit banks. As amended, the law authorizes intermediate credit banks -

"To discount for, or purchase from, any national bank, and/or any State bank, trust company, agricultural credit corporation, incorporated livestock loan company, savings institution, cooperative bank, cooperative credit or marketing association of agricultural producers, organized under the laws of any State, or of the Government of the United States, and/or any other Federal intermediate credit bank, with its indorsement, any note, draft, bill of exchange, debenture, or other such obligation the proceeds of which have been advanced or used in the first instance for any agricultural purpose or for the raising, breeding, fattening, or marketing of livestock."

This measure was indorsed by the President's Agricultural Conference.

S. J. Res. 169, authorizing a reduction in grazing fees on public lands as a measure of relief for cattle raisers, was signed by the President on March 4.

S. J. Res. 159, providing for the control and eradication of the European fowl pest and similar diseases was signed on December 30, 1924.

S. J. Res. 172, authorizing the appropriation of certain amounts for the Yuma irrigation project was signed on February 21.

S. 2803 by Mr. Glass, regulating the sale of milk, cream and certain milk products within the District of Columbia was signed February 27.

S. Res. 317, calling upon the Federal Trade Commission to report regarding the methods and activities of the Empire Cotton Growing Corporation and the probable effect on American cotton of the proposed enlargement of the Egyptian cotton irrigation area, was adopted by the Senate.



During the FIRST SESSION OF THE 68th CONGRESS, the following Act was passed:

Public No. 114, authorizing the Department of Agriculture to issue semi-monthly cotton crop reports and providing for their publication simultaneously with the ginning reports of the Department of Commerce, approved May 3, 1924.

Bills of interest which failed to become laws during the 68th Congress.

When Congress adjourned on March 4, there was a very large number of bills pending which were of interest to Agriculture.

The CAPPER-HAUGEN BILL, "to create a Federal Cooperative Marketing Board, to provide for the registration of cooperative marketing, clearing house, and terminal market organization and for other purposes" was reported to the House by the Agricultural Committee. On the floor of the House, a somewhat similar bill by Mr. Dickinson, was substituted for the Haugen bill and was passed by the House. The DICKINSON BILL, differed from the Capper-Haugen bill chiefly in that it did not provide for the registration of cooperative associations in a Federal system, or for the formation of clearing house and terminal market organizations. It authorized the Board to cooperate with the Bureau of Agricultural Economics in aiding cooperative associations, making surveys of marketing problems, etc. The Senate Committee favorably reported the original Capper-Haugen bill, however, and no further attempt was made to pass this measure. Several other bills of a somewhat similar nature were introduced during the session but none passed.

S.J. Res. 107, by Mr. Smith, instructing the Interstate Commerce Commission to adjust freight rates on agricultural commodities to the lowest rates compatible with the transportation service was passed by the Senate.

The McNARY-HAUGEN farmer's export corporation bill was reintroduced in modified form and received further consideration during the second session, but failed to pass either House.

A bill by Mr. Ransdell, (S.3783), to amend the Cotton Futures Act and Cotton Standards Act so as to give the Secretary of Agriculture authority to use such means as may be necessary for giving effect to the agreements made with foreign cotton associations and cotton exchanges for the adoption, use, and observance of universal cotton standards was incorporated in the regular annual appropriation act for the Department of Agriculture and passed.

A number of other bills for the purpose of amending the Cotton Futures Act were introduced but none were passed.

A large number of bills having for their object the improvement of agricultural credit through amendments to the Farm Loan Act, the Agricultural Credits Act, and the Federal Reserve Act were on the calendar at the close of the session as well as bills amending the Transportation Act and the Revenue Act.

Bills providing for standards for bread, containers, milled feeds, etc., and for various other purposes, were also pending.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



March 18, 1925

Vol. 5, No. 11.

## EUROPEAN COTTON EXCHANGES APPROVE COPIES OF UNIVERSAL STANDARDS

Announcement of the terms on which the Liverpool Cotton Association and the Federation of Master Cotton Spinners Associations of Manchester, England, will continue the agreement for the use of Universal Cotton Standards was the outstanding development at the conference of representatives of European and American Cotton Associations last week. The representatives met in Washington to prepare forty copies of the Universal Standards for use during the coming crop year.

The Liverpool and Spinners Associations had given notice that they would withdraw from the present agreement at the end of this crop year. They sent unofficial representatives to Washington, however, to be present when the new copies of the Universal Standards were made up. These representatives approved the sets made up by the conference for use by their Associations in case they renew the agreement. As a result of the announcement of terms under which they will continue the use of the Universal Standards, it is expected that a conference will be called in Europe later this spring to discuss the agreement.

The forty copies of the Universal Standards which the conference was to prepare were all approved within a week. Very few changes were made by the members of the conference in the samples which the Bureau of Agricultural Economics had prepared for their consideration and approval. The copies have been assigned by lot to the associations adhering to the agreement.

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## ANNUAL CONFERENCE OF MIDDLE ATLANTIC STATES MARKETING OFFICIALS DISCUSSES MARKET REQUIREMENTS.

"Marketing Requirements as a Factor in Production Programs" will be the general theme of the fourth annual conference of Middle Atlantic States Marketing Officials at Philadelphia, March 18. Among the topics for discussion are Local Production and Consumption Surveys, Standards for Eastern Beef Production, Adjusting the New Jersey Potato Industry to Market Requirements, Producing Fruits and Vegetables to Meet Eastern Market Requirements; Adjusting the Poultry Breeding Business to Meet Changing Demands; Poultry Registration, Certification, etc.; Progress in Egg Standardization; Market Preferment as the Final Objective in All Agricultural Production Enterprises; Measuring Market Requirements and Recent Progress in Meeting Milk Market Requirements. Speakers on the program include Dr. C. W. Warburton, Director of Extension, U. S. Department of Agriculture; A. G. Waller, C. V. Whalin; Rob R. Slocum, and Lloyd S. Tenny, of the Federal Bureau of Agricultural Economics.



NEW PRODUCE MARKET IN NEWARK,  
NEW JERSEY, NEARLY COMPLETE.

The wholesale produce market of Newark, New Jersey, is being moved to new quarters. The new market takes up an entire block and part of another in the factory district where there is plenty of room for development. The produce houses are uniform as to size and style, each having a twenty-five foot front and a depth of sixty-eight feet. There is plenty of light from both front and back and the walks are unusually wide. Most of them have elevators.

Each store has storage space for two or three carloads of produce if needed. Arrangements have been completed for building a large cold storage plant within a block of the market. There are accommodations for about eighty dealers in the market and space for 100 farmers at one end of the double row of produce houses. Adequate railroad facilities have not been arranged, but are expected to develop within a reasonable time.

Two conditions brought about this move. The old market, located in a down-town section of Newark, has been pressed on all sides by the demand for business houses in that locality. This increased rents to a high level. The need for increased space by the market itself to provide for natural development was another factor in bringing about the move.

Newark, with a population of approximately half a million, supplies about a million people with foodstuffs. It uses some 20,000 cars of fruits and vegetables a year making it a factor of prime importance among terminal markets of the country. The move into the new market is expected to start about the first of April.

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MICHIGAN HAS PLAN FOR  
DEVELOPING COOPERATIVE MOVEMENT.

A comprehensive program for developing cooperation in the state of Michigan has been prepared by the State Agricultural College. The program was endorsed by a conference of college officials and representatives of the big commodity marketing organizations of the state. The representatives of farm organizations pledged their support in helping to carry out the plans.

The program includes both investigational and educational work. Studies will be made of market demands and possibilities; production economics; potato, milk, livestock, and other commodity marketing problems; and the types of farm organization for special purposes. Provision will also be made for training young men for positions as managers and assistant managers of cooperative associations. Information concerning cooperation will be spread through the extension system, the county agricultural agents, boys and girls clubs, the institutes, farmers clubs, granges, local farm bureaus and other agencies.



MORE HEARINGS ON HAY AND  
BEAN GRADES ANNOUNCED.

Hearings on the proposed grades of alfalfa, Johnson and wild hay and on dry edible beans have been announced by the Federal Bureau of Agricultural Economics for the following dates and places:

- March 28 - 1:30 P.M., Ogden, Utah; Stock Yards - Alfalfa.  
30 - 10:00 A.M., Twin Falls, Idaho; Episcopal Parish Hall - Alfalfa.  
31 - 10:00 A.M., Twin Falls, Idaho; Episcopal Parish Hall - Beans.
- April 1 - 10:00 A.M., Hermiston, Oregon; City Library Building - Alfalfa.  
2 - 10:00 A.M., Yakima, Washington; Y.M.C.A. Building - Alfalfa.  
3 - 10:00 A.M., Seattle, Washington; Assembly Room of Port Commission, Bell Street Dock - Alfalfa.  
6 - 10:00 A.M., Billings, Montana; Billings Commercial Club - Alfalfa.  
7 - 10:00 A.M., Billings, Montana; Billings Commercial Club - Beans.  
9 - 1:30 P.M., Denver, Colorado; 458 New Postoffice Building - Alfalfa.  
10 - 10:00 A.M., Denver, Colorado; 458 New Postoffice Building - Beans.  
11 - 1:00 P.M., Lexington, Nebraska; Courthouse - Alfalfa and Wild Hay.  
11 - 8:00 P.M., Cozad, Nebraska; - Alfalfa and Wild Hay.  
13 - 10:00 A.M., Omaha, Nebraska; 1134 North 14th Street - Alfalfa and Wild Hay.  
15 - 1:30 P.M., St. Louis, Mo.; Directors' Room, Merchants' Exchange - Alfalfa and Wild Hay.  
16 - 1:30 P.M., Kansas City, Mo.; 1513 Genesee Street - Wild Hay.  
17 - 1:30 P.M., Kansas City, Mo.; 1513 Genesee Street - Alfalfa.  
21 - 1:30 P.M., St. Paul, Minn.; Old Dairy Bldg., University Farm - Alfalfa and Wild Hay.  
24 - 10:00 A.M., Lansing, Michigan; Kerns Hotel - Beans.  
25 - 10:00 A.M., Lansing, Michigan; Agricultural College - Alfalfa.  
27 - 10:00 A.M., Rochester, N. Y.; Powers Hotel - Beans.  
28 - 10:00 A.M., Syracuse, N.Y.; Room 4, Slocum Agricultural College, Syracuse University - Alfalfa.

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A list of state agricultural department and marketing officials has been prepared by the Federal Bureau of Agricultural Economics. Copies are available on application to the Bureau in Washington. It shows that fourteen states have no specific marketing agency and two have no regular state department of agriculture.



STATISTICAL BULLETIN GIVES  
SHIPMENTS OF FRUITS AND MELONS

Carload shipments of fruits and melons from stations in the United States for the calendar years 1920, 1921, 1922 and 1923 are given in Statistical Bulletin No. 8, Bureau of Agricultural Economics, issued by the United States Department of Agriculture. This bulletin shows for each of 17 kinds of fruits and melons the number of cars billed during the years covered, from every station handling ten or more cars in any one year. Stations originating less than 10 cars of a given commodity are grouped together and the same with counties shipping a small amount of product. Boat shipments are reduced to carlot equivalents. The information has been compiled from monthly mail reports furnished to the Bureau by about 15,000 station agencies of railroad, express, and boat lines.

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BUREAU OF ANIMAL INDUSTRY  
ISSUES NEW DIRECTORY

A directory of the Bureau of Animal Industry, United States Department of Agriculture, just issued, is being distributed among the principal offices and field stations of the bureau and is also available to officials of meat packing establishments and others having regular contacts with bureau activities. The directory is revised to January 15, 1925.

It deals principally with the organization and field stations of the bureau, federally inspected meat-inspection establishments, laboratories to which products may be sent for analysis, and licensed establishments which manufacture biological products. An address list of officials in charge of stations and others, whom the public has frequent occasion to consult, likewise is included.

The directory contains 60 pages. Its free distribution is limited to department employees and persons having regular official business with the Bureau of Animal Industry. Others may obtain copies at 10 cents each by addressing the Superintendent of Documents, Government Printing Office, Washington, D. C.

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FOREIGN CROP AND MARKET REPORTING  
SERVICE OUTLINED BY BUREAU

A report of the foreign crop and market reporting service of the United States Department of Agriculture is given in "Foreign Crops and Markets" for March 9, issued by the Federal Bureau of Agricultural Economics. It covers the history of the service, the agencies through which information is collected and how it is handled. A one-page chart illustrates the way in which the service is organized.



FEDERAL BUREAU HELPINGMAKE FARM MANAGEMENT PLANS.

The Federal Bureau of Agricultural Economics, through the Division of Farm Management, is assisting the Federal Department of Justice make plans for a farm to be developed in connection with a Federal Prison for women in West Virginia. A tract of land has been purchased on which the prison officials hope to establish a farm which will furnish employment for the inmates and also reduce the expenses of the institution. The Bureau is helping make the organization and management plans.

Data on corporation farming are being collected by the same Division through a study of the records of three corporation farms in New Jersey. These farms have been in financial difficulties during the past few years and are now being reorganized. The Bureau is helping outline the reorganization plans and through this study of the records and plans expects to get valuable information on the possibilities of corporation farming, especially of the fruit and vegetable type.

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BEEF CATTLE GRADINGDEMONSTRATIONS SHOW RESULTS IN UTAH.

Field demonstrations on the grades of beef cattle have been popular in Utah, reports James K. Wallace, Federal Bureau of Agricultural Economics, who is conducting demonstrations throughout the west. This work is carried on cooperatively by the Federal Bureau of Agricultural Economics and the Extension Service of the United States Department of Agriculture and the local states. That the work in Utah is having a direct effect on marketing is shown, according to Wallace, by the "three way cut" which buyers are allowing local feeders in sections where demonstrations have been given instead of the customary "two way cut." One feeder was offered \$6.75 per hundred pounds for his bunch of cattle with ten per cent cut-out at \$6.00 per hundred. Knowing his grades he finally sold for \$7.25 a hundred for his best steers, \$6.75 for the bulk with only eight per cent cut out at \$6.00 a hundred.

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COOPERATIVE LIVESTOCKMARKETING GAINS IN OKLAHOMA

"In the face of a diminishing supply of livestock in Oklahoma the past year, there was a healthy gain in the cooperative shipping associations," reports the Extension Service of the Oklahoma A. & M. College. "Whenever stockmen have tried out this system they have no desire to return to the uncertain, haphazard method of 'dollaring off' their product to the country buyer. This is no doubt due to the wide spread on the market for different classes of meat animals."



DATA ON MEAT PRODUCTION AND CONSUMPTION  
IN U. S. REPORTED BY DEPARTMENT OF AGRICULTURE

The trend of meat production and consumption in the United States for the calendar years 1907 to 1924 is shown in a series of tables just issued by the Bureau of Animal Industry, United States Department of Agriculture. The first table gives the numbers annually slaughtered of each kind of livestock, and is followed by others showing the estimated meat equivalents of the various animals. The complete series may be had on application to the bureau at Washington, D. C.

These estimates of meat production and consumption are compiled annually for the United States as a whole, as it is not possible to subdivide the data by sections or States. The figures are based on the federally-inspected slaughter which is administered by the Bureau of Animal Industry. The inspected slaughter, it may be stated, comprises roughly about two-thirds of the total slaughter, the remainder consisting of the operations in the smaller uninspected establishments throughout the country, and the farm kill.

The animals are converted into dressed meat by means of average weights carefully calculated from packers', stockyards, and other data bearing on market weights. Regarding this factor, it may be stated that the dressed carcass does not represent all the edible meat from an animal, there being also what is known as the edible offal (liver, pluck, etc.). On the other hand, neither is the dressed carcass itself all edible because of the bones and other waste material which it contains. The dressed weight, therefore, is considered as fairly representative of the meat equivalent of the animal. Spoilage of meat cannot be accounted for except in the case of condemned carcasses under the Federal meat inspection. Deductions are made for these. The meat and lard from swine are shown separately.

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NORTH CAROLINA SURVEY SHOWS  
NEED FOR HAY INSPECTION

A survey by the State Division of Markets of the hay offered on the market in seven towns distributed over North Carolina shows the need for hay inspection. North Carolina does not produce much hay, but is a large consumer of hay from other states. The survey showed that practically all of the hay had been purchased either as Choice or No. 1 Timothy. Upon inspection, however, only about 19 per cent of it would meet the requirements for U. S. No. 1 Timothy. About 33 per cent was U. S. No. 2 Timothy, 13 per cent U. S. No. 3 Timothy, and 8 per cent U. S. Sample. The rest of the hay was distributed among the various classes of timothy and clover and timothy and grass mixtures. The North Carolina Department of Agriculture believes it can help the farmers by improving the quality of what they buy as well as by improving what they grow.



CARLOT ARRIVALS AND UNLOADS OF FRUIT AND  
VEGETABLES IN CHICAGO FOR 1924 REPORTED

A report has just been issued by the Chicago office of the Federal Bureau of Agricultural Economics, covering, in a statistical way, the arrivals and unloads of 53 different fruits and vegetables during the year 1924. It was prepared by R. H. Lamb and E. D. Mallison.

Comparative figures are given for 1923 and 1924 for most of the products, and all of the data are on the basis of states. For the leading commodities, production and total shipment figures are given. For the less important products, the shipping season in each state is indicated along with the container generally used.

The front cover of the report contains a chart, showing the total monthly arrivals and unloads. These two sets of figures vary by 1,500 to 4,500 cars per month, according to the time of year. On the sheet relating to lettuce is an outline map of California showing the four producing districts. Special tables at the end of the report give monthly total arrivals for each product and monthly unloads for sixteen leading commodities.

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TENTATIVE HAY GRADES  
APPROVED AT HEARINGS

The tentative grades for alfalfa, Johnson and wild hay on which hearings are being held in a number of states by the Federal Bureau of Agricultural Economics are receiving general approval. In Alabama the tentative grades for Johnson and alfalfa hay were approved and a committee of producers and dealers named to confer with the State Board of Agriculture and recommend the adoption of all federal hay grades as state grades for Alabama. Representatives of important hay markets in Texas indicated their desire to have federal grades and inspection for hay adopted in that state.

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MEAT GRADING SERVICE IS  
PROVING POPULAR WITH TRADE

The meat grading service of the Federal Bureau of Agricultural Economics reports having graded some 6,172,999 pounds of meat and meat products during 1924. In addition, delivery of 3,500,000 pounds to one company was made under the supervision of the Bureau. This service relates to the quality of meat handled and is distinct from the meat inspection service which is conducted by the Bureau of Animal Industry to insure the wholesomeness of the product.

Steamship lines were the largest users of the grading service. The U. S. Lines had nearly 5,000,000 pounds graded. The Childs Company used the service to some extent and arranged with the Bureau for a series of schools at which the managers and storekeepers of the company were shown the relations between classes and grades of meat.



REVISED REGULATIONS FOR WAREHOUSEMEN  
STORING TOBACCO ISSUED BY FEDERAL BUREAU

Revised regulations for warehousemen storing tobacco have been issued by the United States Department of Agriculture as Service and Regulatory Announcements No. 90. The new regulations are approved as of January 30, 1925. While no fundamental changes have been made in the regulations, a number of minor points have been revised.

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AGRICULTURAL ECONOMICS POPULAR  
AT NORTH DAKOTA COLLEGE

At least seven men will receive M.S. degrees in Agricultural Economics from the North Dakota College of Agriculture this spring according to Cap E. Miller of that Department. Three of the seven theses are on marketing subjects. One of the seminar subjects listed for the spring term is "A Consumer Demand Survey, Study and Interpretation as Applied to Two Cities, Grand Forks and Fargo, North Dakota." Students who helped make the survey which was conducted by the Federal Bureau of Agricultural Economics, will lead this discussion.

EXTENSION OF FEDERAL OAT  
STANDARDS FAVORED

That the present Federal grades for oats are satisfactory, but that there is a need for standards for the so-called "mill oats" and mixtures of mill oats and cultivated oats was brought out at the hearings on proposed standards for oats recently completed by the Federal Bureau of Agricultural Economics. The present oats standards cover only grain containing 75 per cent or more of sound, cultivated oats. There is a considerable volume of product which does not meet this standard. The proposed standards for this product, included in the present standards, were in general favorably received.

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"Peddler cars" of calcium arsenate will be run again this season by the Georgia State Board of Entomology. The car will stop a day at one or more towns in each county and sell calcium arsenate to the farmers at cost. The first train is expected to start early in April.

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Chester Morrill, officer in charge of the Packer and Stockyards Administration and the Grain Futures Administration, United States Department of Agriculture, has resigned his position to go with the War Finance Corporation. The resignation took effect March 12. J. M. Dagger is acting in charge of Packers and Stockyard Administration and Dr. J.W.T. Duvel is acting in charge of Grain Futures Administration.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



March 25, 1925

Vol. 5, No. 12.

## MIDDLE ATLANTIC STATES MARKETING OFFICIALS HAVE PROFITABLE CONFERENCE

How the states are finding out what farm products the markets want, and how best to standardize those products for easy marketing, were leading topics at the fourth annual conference of Middle Atlantic States Marketing Officials held in Philadelphia last week. The seaboard states from New York to Virginia were represented.

That production programs in many places are being modified, or new lines being developed to meet specific market requirements, was brought out by C. W. Warburton, Director of Extension Work, United States Department of Agriculture. The influence of demand on production is shown by such examples as the development of the supply of seed corn by farmers around Williamsport, Pennsylvania, to furnish New York and New England farmers with seed for their silo corn. The northern farmers cannot grow their own seed as the variety used will not mature in their short season. The organization of Grimm alfalfa seed growers in Montana to meet the demand of northeastern states for northern grown seed is another example. Extension workers, Warburton states, are recognizing that market demands are important factors in planning production programs along with improved cultivation, better varieties, and disease and pest control.

### County Surveys Prove Value.

The way in which Blair County, Pennsylvania, is using the market survey made last year was discussed by the county agent, R. B. Dunlap. He brought out the need for surveys of producing districts rather than county units when the two are not the same. The relation between the market survey and the farm management survey was emphasized and the question raised as to whether they should be combined or handled as distinct projects.

In Atlantic County, according to the county agent, A. R. Eldred, a survey showed that the largest city, Atlantic City, was not the dominant market for the products of the farms. Philadelphia and New York were more important as permanent markets. Another of their problems is the wide difference in production in various parts of the county. The general discussion of surveys centered on the relative value of state and local work and how much detail should be included in the reports.



Using the potato crop as a special example, Ellwood Douglas, county agent in Monmouth County, New Jersey, told how they are adjusting their production to the market needs shown by their studies. Several years ago a survey of the market demands was made and now they are making another to check up on the progress towards adjustment. One change which has been made is to grow more of the variety of potatoes which the study showed was bringing the best returns. The present study includes individual farm practices as well as the more general points.

#### Standards for Meat Animals Possible.

That standards for grading meat animals are being developed and have reached a point where they are being used on a number of markets for price quotations was reported by C. V. Whalin, Federal Bureau of Agricultural Economics. He suggested that this system of grading could be extended to include stockers, feeders and breeding animals as well as those intended for immediate slaughter.

Richmond, Virginia, has a movement under way to get better beef on the local market, stated K. A. Keithley of the State Division of Markets. Meetings are being held to educate the housewives to use the cheaper cuts of the better grades of beef rather than the more expensive cuts of the poorer grades. Virginia is also making progress in improving the quality of their spring lamb crop and shipping point inspection is to be tried in a very limited way this season.

#### Poultry Industry Establishing Standards.

Improvement of the baby chick industry and other phases of poultry production is making progress in most of the states, as shown by the work under way and the interest shown. Dr. M. A. Jull of the Federal Bureau of Animal Industry told of the development of certification of laying flocks, accrediting of hatcheries, and registration of individual birds. He showed that very different practices in regard to these ideas have grown up in different parts of the country and that there are many difficulties in trying to get more general and uniform methods for this important work.

Certification of laying flocks began in Connecticut as a result of their egg laying contests, declared Roy C. Jones, Extension Poultry Specialist of the Connecticut Agricultural College. An accredited flock in that state must be free from bacillary white diarrhea. They use repeated tests to show that the flock is free from disease.

Certification and accrediting in the poultry industry in New York state are on a slightly different basis from that in Connecticut, though the white diarrhea test is the important point in accrediting hatcheries.

New Jersey's inspection and certification system started in the effort to standardize the Jersey Black Giant breed of chickens, according to Paul B. Bennetch of the New Jersey Bureau of Markets. Flocks are accredited as free from bacillary white diarrhea, but the test requirements differ from those in both Connecticut and New York. There is a plan for the certification of hatcheries but it is not being used much by the industry.



### Uniform Practices Needed.

E. J. Lawless, Jr. of the Pennsylvania Bureau of Markets reported that they have started a system of accrediting and certification similar to that in use in New Jersey. As it was started in 1924 the work is just getting under way. The opinion of the conference seemed to be that certification and accrediting should be uniform all over the United States. This would probably mean that the standards must come from the United States Department of Agriculture. The farmers seem to think there is nothing doing more to promote efficient marketing than the Federal standards, declared Alexis L. Clark, of New Jersey, president of the Association.

In discussing the development of egg standards, R. R. Slocum of the Federal Bureau of Agricultural Economics, said they had first established descriptive terms for individual eggs and from that worked out grades. He outlined the idea back of the formulation of egg grades. As now proposed the grades have many divisions. A simpler system was tried but could not be made to fit the trade requirements.

### Marketing Policies Differ.

The wide difference in points of view as to what marketing policies should be and their relation to production was emphasized by F. B. Bomberger, Maryland State Agricultural College. Some believe distribution is the main problem, others that the relation of production to demand is the dominant problem. He believes that this means extension workers have a big job in which a broad appreciation of marketing problems is necessary.

That terminal congestion is not the whole reason for low prices paid for perishable products at certain seasons when the markets are full is the belief of Walter P. Heddon, Port of New York Authority. Some control of shipments so as not to feed in more produce than the market will absorb at a fair price is needed to correct the condition, according to him. Such arrangements have been worked out, as in the case of Georgia peach shippers last season.

That the number of retail sales in a wholesale package and the value of the individual retail sale are two factors which seem to explain, to a large extent, the different margins on which retail stores handle farm produce is the conclusion drawn by F. V. Waugh, of the New Jersey Bureau of Markets, as a result of his study of retail stores in Trenton. These margins were found to vary from 20 to 48 per cent of the selling price.

### Surveys Show Factors in Milk Demand.

Factors in the demand for retail milk are vacations, temperature, day of the week, season of the year, and special days, reported M. E. Ross of the New York State Agricultural College. These conclusions are drawn from his studies of the Chicago milk demand. These studies were based on the records of dealers which have the advantages of giving large samples of the demand and allowing a study over a long period but have the disadvantage of not allowing unit studies.



Demand for marketing service has built up the present complex marketing organization, is the opinion of J. Clyde Marquis, Federal Bureau of Agricultural Economics. Demand really comes before supply instead of the usual order, supply and demand, he believes. The need is for a study of the value of the various factors which affect demand. Some of these factors can be controlled or influenced and some cannot. The controllable ones need to be used to help adjust production and demand. Surveys must be of various kinds to bring out all the needed facts and to meet the criticisms of people with different views. The results from various methods need to be checked against each other to insure accuracy. Proper studies, he states, show the best method of approaching the problem of influencing consumer demands.

The milk market survey in Philadelphia has caused some sweeping changes in advertising policies by some of the Philadelphia milk dealers, stated R. W. Balderston, Secretary of the Philadelphia Dairy Council. It showed the necessity of learning the facts about consumer demands before trying to cater to them.

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PENNSYLVANIA PREPARES STATE  
PLANTING INTENTIONS REPORT

The intended plantings of the principal crops by Pennsylvania farmers in 1925 compared with the actual acreage harvested last year is reported by the Pennsylvania Federal-State Crop Reporting Service, State Department of Agriculture. The intentions are based on a summary of reports from 1500 Pennsylvania farmers. Each farmer stated how many acres of each principal crop he harvested last year and how many he intends to plant for harvest this year. Every section of the state is represented.

This report is made the first page of a mimeographed release containing also the national planting intentions report prepared by the Federal Bureau of Agricultural Economics. The state report gives a comparison of the proposed 1925 acreage of the various crops with the acreage harvested in the state in 1924, 1925, and the five year average.

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BERMUDA ONION DEAL FOR TEXAS UPPER  
COUNTIES, 1924 SEASON, SUMMARIZED.

The summary of the Bermuda onion deal for Texas upper counties during the 1924 season prepared by W. H. Mosier, Federal Bureau of Agricultural Economics, is available for distribution. It contains a general discussion of the deal and 11 tables covering statistics of the crop, such as shipments from Texas points, prices, and shipping costs. Tables of special interest show the carlot unloads by years since 1920, of all onions in the more important terminal markets of the country, and the imports into the United States of onions from various foreign countries.



SPECIAL REPORT ON LONG-TIME OUTLOOK FOR  
SHEEP PREPARED BY FEDERAL BUREAU.

A report on the long-time outlook for the sheep industry which gives a more detailed statement of the principal facts bearing on the sheep outlook than could be presented in the general outlook report and in addition, discusses the conditions bearing on the probable returns from wool and lambs during the next few years as well as during 1925, has just been prepared by the Federal Bureau of Agricultural Economics. It is available on request to that Bureau, Washington, D. C.

Regarding the world situation it says, "In general there is not room for any very material expansion in world wool production except at the expense of some other enterprise. Most of the grazing lands adaptable to sheep raising are already in use, and there are only a few unsettled areas where the industry may be expanded. Barring wars, or other world catastrophies, a fairly stable world wool market seems fairly certain for some years". The United States situation is discussed in its relation to the world supply.

With the growth of population, the report points out, there has been a steady growth in the demand for lamb in the United States. The conclusion is drawn that it seems certain some expansion in the sheep industry in the United States would be profitable to the farmer, even though such increase should result in some decrease in lamb prices.

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OREGON HAS NEW  
POTATO LAW.

A new potato law has been passed in Oregon taking the place of one passed two years ago, reports C. E. Spence, State Market Agent. The new law provides that the State Inspection Department shall enforce the law and that violations are misdemeanors punishable by a fine or imprisonment. The U. S. standard grades are adopted for Oregon as under the old law. Authority is given the Inspection Department to fix other grades and rules not adequately provided for in the U. S. Grades. Several changes have been made in the old law, especially that which provides that all potatoes in lots of 50 pounds or more sold or offered for sale in the state must have the sack or container stenciled with the grade and name of the grower, applies only to sales in the state and not to outgoing shipments. The type of container is also specified for the different grades.

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REPORT OUT ON 1924  
CABBAGE DEAL IN SOUTH CAROLINA.

The South Carolina Cabbage Deal has been summarized by W. J. Bertush of the Federal Bureau of Agricultural Economics. It gives the details of the deal and summaries of arrivals and prices at the principal receiving markets during the South Carolina shipping season. The destinations of the shipments from that state are tabulated.



STUDY COMPLETED OF NEW YORK HOTEL  
SUPPLY TRADE IN FRUIT AND VEGETABLES.

A preliminary report on the demand for fruit and vegetables by the hotel supply trade within the Port of New York District has been prepared by E. P. Crossen. It is the result of a cooperative study made by the Federal Bureau of Agricultural Economics and the Port of New York Authority. The report is available from the Federal Bureau, Washington, D. C.

Among the important points brought out in the report are a hotel trade in fruits and vegetables amounting to roughly 1.7 percent of the total value of all annual unloads in New York; the seasonal change in demand; the concentration of the hotel trade; the purchase through supply houses and the specialization of these supply houses. The chief functions of the supply houses, according to this study, are consolidation, reconditioning storage and delivery. The hotel purchasing agents follow a hand-to-mouth buying policy; the preference for sizes and varieties is largely determined by such factors as price, quality, season, individual taste and purpose for which intended, with some distinct preferences as for large-sized fruit. One unit packages are the predominating size of purchase; and the margin taken by the jobber to the hotel trade is somewhat larger than that of the jobber to the retail trade, due largely to more service.

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VEGETABLE GROWERS IN A CONNECTICUT  
COUNTY MOVE TO STANDARDIZE PRACTICES.

Vegetable growers in New Haven County, Connecticut, are working to standardize the production, grading, packing and packages of their crops. The problem was taken up at a recent meeting and a committee appointed to cooperate with the County Farm Bureau in the effort to improve practices. They hope to improve the quality of the products sold on the local markets and to standardize the number of articles contained in a bunch of certain types of vegetables and start a movement for establishing a standard pack.

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TEMPORARY FIELD STATIONS OPENED BY  
BUREAU MARKET NEWS SERVICE.

A temporary field station of the market news service of the Federal Bureau of Agricultural Economics has been opened at Marshallville, Georgia, for asparagus. The first report was sent out March 23 and the reports are expected to continue until May first.

A station to supply reports on onions is expected to open at Crystal City, Texas about April 10 and close May 20.



ARMY OFFICERS TO BE  
LICENSED HAY INSPECTORS

Officers of the Army Veterinary Corps who have been trained in inspecting hay at the Hay Standardization Laboratory of the Federal Bureau of Agricultural Economics will be licensed as Federal hay inspectors under an agreement just completed between the Department of Agriculture and the War Department. Under this agreement the officers will inspect hay offered for delivery to the Army on contract and will issue Federal hay inspection certificates for it in accordance with the regulations governing the inspection of hay. Seventeen officers of the Veterinary Corps have already been trained and will probably be licensed at once.

The Army is one of the largest buyers of hay in this country. During 1923 their purchases totaled 187,286 tons or approximately 15,600 cars. It has been purchasing hay on United States grades for sometime. With these officers now able to issue Federal certificates it is expected that considerable trouble relative to disputes about the grading of hay by Army officers will be eliminated.

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FLORIDA WHITE POTATO DEAL FOR  
1924 SUMMARIZED BY FEDERAL BUREAU.

The summary of the 1924 white potato deal in Florida prepared by F. H. Scruggs, Federal Bureau of Agricultural Economics has been published. It reports a rather unsatisfactory season for southern potatoes. The tables show destination of shipments, acreage in the district, prices, early potato crop movement during the past three seasons, and other information of interest. Figures from competing sections are included in the summary.

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BURLEY TOBACCO GROWERS  
CLOSE 1922 CROP BUSINESS

The Burley Tobacco Growers' Cooperative Association, Lexington, Kentucky, has made the final cash distribution on the 1922 crop and given a detailed report of the business of handling that crop. The report shows that the cost of handling the 1922 crop of Burley tobacco was 87.11 cents per hundred pounds. The report also shows that since the first of December, 1924, the association has sold all the 1922 tobacco; enough of the 1923 crop to pay all the money borrowed from the banks to make advances on that crop when delivered; and enough of the 1924 crop to pay all advances on it as it has been delivered. That the production of Burley tobacco in the past three years has been larger than the consumption is also stated. This is the reason given for a larger stock of Burley leaf tobacco on hand now than two years ago.



AGRICULTURAL ECONOMICS IS  
GEORGIA EXTENSION PROJECT

Agricultural Economics is one of the regular extension projects in Georgia, according to the annual report of the director, J. Phil Campbell. Farm accounts, leases, labor-saving machinery, use of labor, farm loan associations, and cooperative buying and selling are the leading activities under this head.

The policy of the Extension Service, as outlined by the director, is to confine their marketing work largely to education. The program was largely carried out through public meetings and demonstrations, conferences, and publicity. The county agents were able, through a cooperative agreement, to get help from the State Bureau of Markets. The College of Agriculture also furnished a marketing specialist to work with the field men. During the year this specialist assisted in conducting 41 public meetings in 29 counties as well as special conferences. Other meetings were held by the agents in cooperation with the State Bureau. Probably, the director, says, every county in the state has several meetings at which marketing of farm products was the main topic.

An intensive survey of the Macon trade territory was made by the College, cooperating with the Federal Bureau of Agricultural Economics and the Macon Chamber of Commerce. Less detailed surveys were made in a number of other localities.

The negro agricultural agents carried on similar work in Agricultural Economics. Considerable interest and saving to the negro farmers is reported from this part of the extension activities.

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FEDERAL HAY STANDARDS  
GET GENERAL APPROVAL

The proposed standards for alfalfa, Johnson, and wild hay are meeting with the approval of the trade throughout the Southwest. Dealers and producers at Phoenix, Arizona, by a unanimous vote approved the Federal grades and expressed a desire to have Federal inspection at all important shipping points in the state. At El Paso, Texas, the dealers and growers expressed their approval of the grades proposed. The Los Angeles, California, hay men commended the grades highly.

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CHANGES AND CORRECTIONS IN "THE CROP AND MARKET NEWS SERVICES" of the Federal Bureau of Agricultural Economics are being mailed to those agencies which have copies of the summary of those activities.

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A CONFERENCE OF SOUTHERN AGRICULTURAL STATISTICIANS is being held this week at Gulfport, Mississippi. Methods of handling crop and livestock reports, acreage figures, production estimates, and other statistical problems relating to agriculture will be discussed.



# STATE AND FEDERAL MARKETING ACTIVITIES

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## SURVEY MADE OF MACON, GEORGIA, TRADE TERRITORY

"An Agricultural Survey of Central Georgia" is a report recently issued by the Georgia State College of Agriculture, Athens, Georgia. Copies are available on request to the College. This report is the findings of a survey made cooperatively by the Federal Bureau of Agricultural Economics, the Georgia State College of Agriculture and the Macon, Georgia, Chamber of Commerce. The study covered eight counties in the territory around Macon.

"This bulletin," states the introduction, "contains an analysis of facts for determining what crops, livestock, and other farm products can be most profitably grown and marketed in Central Georgia and to what extent the production of those commodities can be adjusted to meet the demand of distant markets."

An analysis of the city of Macon and the general features of its trade territory is given, followed by a detailed study of the agriculture of the section. This study includes a summary of the soil types and the crops for which adapted; the marketing agencies in Macon and the territory; the production and consumption of food and feedstuffs; and the cash crops grown, with a detailed report on each crop.

The conclusion is given that to put the agriculture of the territory on a permanent basis, a well-planned system needs to be worked out, giving due consideration to:

1. Soil building and maintenance.
2. Production of home supplies.
3. Cash crops.

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## WAUGH IS NEW EXTENSION SPECIALIST IN AGRICULTURAL ECONOMICS FOR CONNECTICUT

Mr. Frederick V. Waugh has been appointed Extension Specialist in Agricultural Economics for the Connecticut Agricultural College. Mr. Waugh succeeds Mr. Paul Mehl who left Connecticut in December to become associated with the wheat marketing investigations of the United States Department of Agriculture in Chicago and Minneapolis. Mr. Waugh has been for three years a member of the staff of the New Jersey State Bureau of Markets engaged in research work in connection with prices and margins of farm products.



MARKETING MICHIGAN POTATOES  
DISCUSSED IN STATION BULLETIN

A picture of the potato crop of Michigan from field to consumer and its relation to the crop of the United States is given in a bulletin, "Marketing Michigan Potatoes," written by J. T. Horner and published by the State Agricultural Experiment Station.

The changes in potato production in Michigan and in the country as a whole are compared with the changes in population and he emphasizes the importance of considering the demand and production in relation to changes in acreage. These comparisons extending back to 1866 are given in a table. The distribution of the potato crop in the state is discussed with maps showing the producing areas.

"The basic thing to the Michigan potato market improvement is improvement of quality," Horner declares. He then points out ways in which the quality can be improved including selection of varieties, cultural methods, disease control, and careful handling.

To increase the profitableness of potato growing he recommends four main lines of effort:

1. Produce good quality of the variety demanded.
2. Use care in maintaining this quality during the market process.
3. Prepare the product attractively for market.
4. If a brand is adopted, make this brand sought by the dealers in the market. The packing of only good quality is the best means to do this. A brand which is not dependable is worse than no brand at all.

The advantages and disadvantages of private dealers and cooperative associations to handle the crop at the local stations are brought out by Horner. He gives a table showing the shipments of potatoes from each county in the state and another giving the destination of shipments. The competing potato growing sections are outlined and their influence discussed. The factors which influence price, orderly marketing, and methods of increasing profits are other sections in the bulletin.

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"RECEIPTS AND SOURCES OF BOSTON FOOD SUPPLY"  
ISSUED BY STATE DEPARTMENT OF AGRICULTURE

"The Receipts and Sources of Boston Food Supply," is a bulletin just published by the Massachusetts Department of Agriculture. It is for free distribution by the Massachusetts Division of Markets, 136 State House, Boston.

The report discusses in detail the many food products which were necessary to feed the population of Boston during 1924. The amount of each product received is given, season of receipt, source, market requirements, and other facts concerning the handling of such supplies. Storage of food within the city of Boston is also discussed. Some 25 tables are included which show receipts at Boston of many of the principal products, the sources of supply of the principal fruits and vegetables and data on storage supplies. Comparisons with 1923 figures are included.



### MAPS SHOW DISTRIBUTION OF FARM ENTERPRISES IN MAINE

A farm survey to determine the type of farming generally practiced in the various communities, to show the importance of certain enterprises in different sections of the county and the possibility of the development of other enterprises and to use as a basis for arriving at farm problems in the county and in formulating future plans for extension work, was an important part of the work of the Farm Management Demonstrator in Maine, M. D. Jones, last year.

This is the cooperative work carried on by the College of Agriculture of the University of Maine and the United States Department of Agriculture. The survey has been completed in five counties. The data secured by the survey is analyzed so as to show the number of farms in each town and what proportion of them are handling various amounts of the different farm enterprises. This indicates how important certain lines of farming are in the several communities. Maps are prepared which show these relations graphically.

A separate map is prepared for each farm enterprise. With the county as a unit, a colored border around each town in the county indicates the percentage of farms in that town carrying out that particular enterprise. Symbols inside the town show the number of farms carrying on each size group of the enterprise. They expect to complete these farm surveys in every county in the state this year.

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### INDEX NUMBERS AND EGG DISTRIBUTION SPECIAL WORK BY ALABAMA EXTENSION SERVICE

A preliminary report on egg distribution in Alabama has been prepared by J. D. Pope, specialist in Farm Management and Agricultural Economics, working cooperatively with the United States Department of Agriculture and the Alabama Extension Service. He takes up the production of eggs in the state in relation to population, size of flocks, and seasonal character of production. The shipments of eggs in Alabama is discussed with as complete figures as possible on the movement. Prices are considered, including average prices, variation in prices, and other factors, which lead into the marketing practices of the state.

Index numbers for the state have been worked out on about 25 of the leading products. These index numbers are for the prices paid to farmers in the state. A weighted average of the prices has been prepared representing a composite index of Alabama farm prices, and also an index showing the purchasing power of Alabama farm products in terms of all commodities.

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THE COMMONWEALTH OF MASSACHUSETTS IS NOW BUYING ALL HAY UNDER FEDERAL GRADES. The Commonwealth is a large purchaser of hay for the various State Institutions. It is expected that the use of Federal grades will improve the quality of the hay purchased as it has already done in the City of Boston.



"TAXATION OF FARM REAL ESTATE IN  
INDIANA" IS REPORT BY FEDERAL BUREAU

"Taxation of Farm Real Estate in Indiana," is a preliminary report just issued by the Federal Bureau of Agricultural Economics, Washington, D. C. It is the report of a study by C. O. Brannen and R. Wayne Newton of the Federal Bureau.

Among the points brought out in the report are that the real estate tax cuts deeply into farm rents; that the earnings of other property is less affected by taxes than farm rents; that farm lands and buildings are now assessed as a unit in Indiana; and that sale value assessments cause unequal tax burdens. There are a number of tables showing taxes and rents in Indiana, acreages and values of farms, comparison of taxes in different states, city real estate tax figures, relation of taxes to incomes, and other data on taxation relations. An analysis of the tax dollar in the counties of Indiana showing by whom levied and how used, the methods of computing ratios of taxes to rents, and the capitalized rentals of both farm and city real estate is also included.

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VEGETABLE SHIPMENTS IN UNITED STATES  
GIVEN IN STATISTICAL BULLETIN

The number of carloads of each of 18 kinds of vegetables billed during the calendar years 1920, 1921, 1922, and 1923 from every station in the United States handling 10 or more cars in any one year, grouped by states and counties, are given in United States Department of Agriculture, Statistical Bulletin No. 9; prepared by the Federal Bureau of Agricultural Economics. Stations which shipped less than 10 cars of a given commodity are grouped as "Others" in the county and counties shipping less than 10 cars are grouped in the state. Boat movements are reported as carlot equivalents. The figures are compiled from mail reports furnished by some 15,000 station agencies of railroad, express and boat lines.

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NORTH CAROLINA COUNTY MAKES  
COOPERATIVE SHIPMENT OF EGGS

Eastern North Carolina egg producers shipped a carload of eggs from Washington, Beaufort County, in March as a cooperative enterprise. This is the first cooperative carlot shipment of eggs from that part of the state. The car contained 208 cases of 30 dozen each and brought \$1,556. The shipment was arranged by the county agent and V. W. Lewis, livestock marketing specialist for the North Carolina State Division of Markets. The local workers hope to make cooperative shipments a regular practice, at least during the season of high production. Local merchants helped make the venture a success.



MANITOBA GRAIN MARKETING  
PROGRAM EXPANDING

Beginning with the 1925 crop, the Manitoba Cooperative Wheat Producers, Ltd., Winnipeg, Manitoba, will handle on a pool basis coarse grains, oats, barley, flax, rye and mixed grains. A five-year contract has been drafted to cover these grains and is being submitted to the growers for signature. The new marketing program will become effective when five thousand growers have signed the contract. August 1 has been set as the date for completion of the campaign. Liquidated damages have been placed as follows: Oats, 10 cents a bushel; barley, 15 cents; rye, 20 cents; and flax, 50 cents.

Another new step being taken by this organization is in connection with acquiring elevators for the purpose of handling the grain of its members. At a recent meeting of the board of directors, a memorandum was adopted which commits the association to the program of leasing, purchasing or constructing elevators. The Manitoba legislature is to be asked for a special act creating the "Manitoba Pool Elevators, Limited" as a subsidiary, with a capital of one million dollars. It is announced that the pool elevators are to "be operated on a truly cooperative plan which will allow the pool member to have his grain handled at cost."

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WHITE COUNTY, ARKANSAS, STRAWBERRY  
DEAL SUMMARIZED FOR 1924

The White County, Arkansas, strawberry deal summary for 1924 which was prepared by R. L. Sutton of the Federal Bureau of Agricultural Economics is available for distribution upon application to the Bureau, Washington, D. C. The summary gives shipments from the stations in the county, prices, destinations and other information. It also has a table showing carlot shipments of strawberries from all the shipping stations in Arkansas arranged by counties. The United States grades for strawberries are included.

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EXAMINATION FOR JUNIOR MARKETING  
SPECIALIST ANNOUNCED

An examination for Junior Marketing Specialist has been announced by the United States Civil Service Commission. Receipt of applications will close May 2, 1925. The entrance salary for the position is \$1,860 per year. The ratings will be based on examination in geography, agricultural and commercial; practical questions on selected optional subjects; a thesis; and education, training and experience. Vacancies in the Bureau of Agricultural Economics, Department of Agriculture, for duty in Washington or in the field will be filled from this examination.



CHECK LIST OF FEDERAL STANDARDS  
FOR FARM PRODUCTS AVAILABLE

A check list of standards for farm products formulated by the Federal Bureau of Agricultural Economics has been prepared and is available from the Bureau, Washington, D. C. This list defines mandatory, permissive, and tentative standards and lists all standards under each type which has been formulated by the Bureau, date formulated and any revisions.

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STATISTICS OF POTATOES AND SWEET  
POTATOES PREPARED BY FEDERAL BUREAU

Statistics of potatoes and sweet potatoes for the year ended July 31, 1924, with comparable data for earlier years, prepared by the Bureau of Agricultural Economics has been published by the United States Department of Agriculture as Statistical Bulletin Number 10. It is available from the Office of Publications, U. S. Department of Agriculture, Washington.

The 32 tables in the bulletin give acreage, production value, acre yields, prices, seed and other production requirements, cost of production, and data from foreign countries, on white potatoes. Acreage, yields, prices, shipments, and other data are given on sweet potatoes.

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MINNESOTA EXTENSION SERVICE  
PRESENTS PLANS TO STATE BANKERS

The Extension Service of the University of Minnesota prepared an outline of its activities for use at the conference of the Agricultural Committee of the American Bankers' Association with the Minnesota bankers and the State Department of Agriculture at the University recently. This outline showed the contacts maintained by the Service, and outlined some of the important projects for the coming year, especially those of an economic bearing which would be of interest to the bankers. It also briefly indicated the outlook and plans for the important crops and livestock enterprises in the state for the coming year.

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IMPERIAL VALLEY CANTALOUPE  
DEAL FOR 1924 SUMMARIZED

A summary of the Imperial Valley cantaloupe deal for 1924 has been prepared by C. E. Schultz and George E. Prince of the Federal Bureau of Agricultural Economics. It is available for distribution from the Bureau, Washington, D. C. The summary contains a discussion of the important points affecting the deal and gives tables showing the shipments, prices, destinations, and other statistical data concerning the crop.



ORGANIZATION SYSTEM FOR MONTANA FARMS  
OUTLINED IN FEDERAL BUREAU REPORT

"An Organization System for Farms in Northeastern Montana" is a preliminary report just released by the Federal Bureau of Agricultural Economics. It was prepared by L. A. Reynoldson of the Bureau, and is available on request to the Bureau at Washington.

"This report," the introduction says, "is an attempt to set up an organization system for farms in Northeastern Montana, operated by one man or by one man with some family help, which, it is believed, will give the greatest net return for the next few years. It is based upon farm organization investigations cooperatively conducted in 1922 to 1924 inclusive by the Bureau of Agricultural Economics, United States Department of Agriculture and the Montana State College of Agriculture and State Experiment Station."

A standard organization is worked out with a chart showing rotations, and explanations of the relation of the different parts of the plan. Possible changes are discussed and the conditions under which some of the different plans would be most profitable are pointed out.

Because of the needs of this region, detailed information as to methods and practices in crop and livestock production is given. The average production of the farm under the standard organization is worked out, labor distribution is tabulated, and costs estimated. Methods of disposing of the farm products are discussed and the income at usual price levels shown. Expense items are listed and normal variations in crop yields shown. Adjustments for farms on which some family help is available are suggested and the effect of a tractor on the organization is discussed.

To go with this report, Reynoldson has prepared a discussion of the effect of the agricultural outlook for 1925 on the organization system outlined. He shows how the outlook may make certain changes advisable and what points need to be considered in making changes in the plan. It brings out the possible increase in returns from an adjustment of the flax and wheat acreage this year.

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A LIST OF THE PUBLICATIONS ISSUED BY FARMERS' BUSINESS ORGANIZATIONS revised to March 1, 1925 has been prepared by the Federal Bureau of Agricultural Economics and is available for distribution on request to the Division of Agricultural Cooperation of that Bureau, Washington, D. C. The list contains 89 publications.

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THE "PROCEEDINGS OF THE THIRD NATIONAL COOPERATIVE MARKETING CONFERENCE," held in Washington during January, 1925, has been published by the National Council of Farmers' Cooperative Marketing Associations. The report is a booklet of 136 pages containing the text of many of the addresses, the report of the Secretary, and the resolutions adopted.



RENTED FARM TAXATION STUDY  
COMPLETED BY FEDERAL BUREAU

A preliminary report on the taxation of rented farms, 1919, by C. O. Brannen and J. T. Sanders, Federal Bureau of Agricultural Economics, is available for distribution by the Federal Bureau of Agricultural Economics, Washington, D. C.

The report considers as main topics the relation of property taxes to cash rent of farm real estate; sale value as the basis of real estate taxation; the relation of taxes to rent of urban real estate; and the distribution of property taxes according to levying jurisdiction and purpose.

A set of tables give the general property taxes for the several states, and the percentage they are of the total tax revenue; the percentage of the census valuation of selected farms paid as net cash rent; rates of depreciation, repairs and insurance; the relation of assessed valuation of farm real estate to census valuations; and the percentage of the census valuation of land and improvements of selected farms represented by the farm real estate tax.

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ALABAMA CABBAGE DEAL  
SUMMARIZED BY BUREAU.

The summary of the Alabama Cabbage Deal prepared by J. D. Evers has just been published by the Federal Bureau of Agricultural Economics and is available on request. It contains a general discussion of the deal and tables showing shipments, destinations and prices of the Alabama crop. Other tables show the acreage, yield, production and carlot shipments of early and second early cabbage by states. The carload shipments of cabbage from each state for every month in the year are tabulated.

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ARRIVALS, UNLOADS AND DIVERSIONS  
AT DENVER IN 1924 REPORTED

A summary of the 1924 arrivals, unloads and diversions of 45 leading fruits and vegetables at Denver has been prepared by John D. Snow of the Federal Bureau of Agricultural Economics. It is available from the Denver office of the Bureau, 24 Capitol Building, Denver, Colorado. A separate table is given for each of the 45 products, showing monthly unloads, and the states of origin. The total annual unloads by states and the total monthly unloads by products are also given.

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LOCAL UNITS TO HANDLE MATTERS OF PURELY LOCAL IMPORTANCE are being organized by the Colorado Wheat Growers' Association, Denver, Colorado. Each local will have its own governing board which will handle questions involving elevator handling of grain, loading, weights and tests, and dockage.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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April 8, 1925.

Vol. 5, No. 14.

## PLANS UNDER WAY FOR ORGANIZING A NEW YORK FOOD MARKETING RESEARCH COUNCIL.

Preliminary plans for the organization of a New York Food Marketing Research Council were made at a meeting recently held in New York. The organizations represented at the Meeting were the Federal Bureau of Agricultural Economics, the Port of New York Authority, Cornell University, New York State Department of Farms and Markets, New Jersey College of Agriculture and Experiment Station, New Jersey Bureau of Markets, and Columbia University, School of Business.

All the representatives agreed as to the desirability of such a Council. An organization program was agreed upon which provides that each institution is to indicate by letter its willingness to join the Council, and designate someone as a representative on the Research Council; that the research agents at headquarters, 11 Broadway, New York City, revise the preliminary statement of membership, duties, fees, type of organization, etc. in accordance with the discussion at the meeting and the experience of the New England Research Council, and send the revised plan to member institutions for criticism; and that a formal organization meeting be called later, probably in May or June.

Commercial organizations, the meeting decided, will be distinct from the Council. The Council will promote research by such concerns and act as a clearing house for putting commercial firms and research institutions in touch with each other and help in such other ways as may be possible. The plan is to form a cooperating trade committee among the commercial firms interested, which will work with the Council. At a meeting of trade representatives the plan was presented and received favorably by those present. Plans were made for developing the committee.

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## NEW BOOK OUT ON PUBLIC LAND POLICIES

"A History of the Public Land Policies" by B. H. Hibbard of the University of Wisconsin, has been published as the fourth of the Land Economics Series edited by Dr. Richard T. Ely, Director of the Institute for Research in Land Economics. The author states that his aim has been "to put into one moderate-sized volume a sketch of the historical development and operation of our federal land policies." Practically all data are from original sources.



FARM ANALYSIS TABLE DEVELOPED  
BY ILLINOIS EXTENSION SERVICE

A method of graphically showing the strong and weak points of a farm organization which has proved effective is used by the Extension Specialist of the Department of Farm Organization and Management of the Illinois College of Agriculture.

A table which just fills a page was prepared showing various rates of earnings from a loss up to the highest probable returns, various yields per acre of leading crops, returns per \$100 invested in leading kinds of livestock, the crop acres worked per man and per horse, and the expenses per \$100 of gross income. A heavy line across the page indicates the average of each item for the county in which the individual farm is located. When the account book of a farm is summarized, by going across this table and marking where the farm stands in each item the farmer can at a glance see which of his activities are above the average of the community in returns, which are below the average, and where his organization needs strengthening.

A new project which has been started in Illinois this year provides for one man to spend his entire time helping develop accounts and management plans of some 250 farms of men who will help pay the expenses of the service. These farms are in four counties in north central Illinois. The individual cooperators sign agreements with their respective farm bureaus to pay from five to twenty dollars each per year for three years to help pay for this service. The fee depends upon the size of the cooperator's farm and the amount which his farm bureau is paying towards the support of the project.

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COOPERATIVE ADVERTISING CAMPAIGN BY  
PRODUCERS AND DEALERS PROPOSED

A cooperative advertising campaign to increase the use of fruits and vegetables has been proposed. The plan is for the two thousand farmers' business organizations handling fruits and vegetables to unite with the dealers in those products to carry out a nation-wide advertising campaign. A plan of procedure has been outlined by the National League of Commission Merchants of the United States, according to which producers and dealers would cooperate in financing and executing a three-year program. It is suggested that an administrative body be created to raise funds on the basis of a half-million dollars a year and carry out an aggressive program.

That advertising pays the producer is evidently the opinion of the California Prune and Apricot Growers, San Jose, California, as the executive committee of the association has just authorized an additional advertising appropriation to be used during the balance of the 1924 crop period. This brings the total advertising expenditure by the association for the 1924 crop to \$2.60 per ton.



NORTH DAKOTA MEETINGS ON THE  
AGRICULTURAL SITUATION SUCCESSFUL

The Extension Service of the North Dakota Agricultural College has, this spring, held a series of thirteen meetings distributed all over the state in which the Agricultural Situation was discussed. The economics of wheat, flax, and sheep production were the most important topics considered, but other commodities common to the region received attention. An illustrated lecture on the "Agricultural Regions of North Dakota," using the material from the bulletin of that title was given at all meetings.

"This series was one of the best ever held in North Dakota," declares Rex E. Willard, State Agent in Farm Management. "The interest was keen and the effect was far reaching. It evidently influenced the farmers intentions to plant as of March first."

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INDIANA PASSES COOPERATIVE  
MARKETING LAW

The state of Indiana has recently enacted a statute providing for the incorporation of stock and nonstock cooperative marketing associations. This statute is similar to those which have been passed in a number of states for the same purpose. The statute provides that members of associations formed under it may place crop mortgages upon their crops, but that such crop mortgages shall be subordinate to the right of such association to take delivery of the crops covered by their contracts, and that, in such cases, the mortgagees shall serve proper notice upon the association, and thereupon the proportionate proceeds due or payable to the grower shall become subject to the mortgage in lieu of the crop originally covered thereby. In case the amount thus received is insufficient to pay crop mortgage, the grower is liable for the balance due on the mortgage.

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PLANS MADE FOR TAXATION STUDY BY MASSACHUSETTS  
AGRICULTURAL COLLEGE AND FEDERAL BUREAU

Arrangements have been completed for a cooperative study of taxation problems of agriculture by the Federal Bureau of Agricultural Economics and the Massachusetts Agricultural College. The object of the study is to ascertain the relation of taxes to earnings of farm real estate as compared with other real estate and other classes of taxables; to ascertain the causes of inequalities, if any, in the taxation of farm real estate; of urban real estate, and of other classes of taxables; to analyze the purposes of tax levies and expenditures; and to determine the basis of tax adjustments according to equitable standards of taxation.



COOPERATIVE MARKETING CONTRACTSUPHELD BY COURTS IN TWO STATES

Courts in two states have recently upheld cooperative association marketing contracts.

The contract of the Minnesota Potato Growers' Exchange was held valid by Judge C. A. Nye of the Seventh Judicial District of Minnesota, in a case brought by the Exchange against A. L. Forbes, one of its members. The suit was to enjoin Mr. Forbes from disposing of his potatoes outside of the Exchange. The injunction was not granted in this case, however, because it appeared that the potatoes in question were grown by Mr. Forbes' son on land given him by his father prior to the time his father had signed a contract with the Exchange.

The Circuit Court at Lexington, Kentucky, recently decided the case of the Burley Tobacco Growers' Cooperative Association v. Rowland et al. in favor of the Association. In this case it appears that Mr. Rowland, who was a member of the Association, rented tobacco land to a tenant for cash. The tenant knew at the time he leased the land that Mr. Rowland was a member of the Association and under contract with it to deliver all tobacco grown by him to the Association for marketing. Under the circumstances the court enjoined the defendants, the landlord and the tenant, from disposing of the tobacco produced on the land of Mr. Rowland outside the Association.

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COOPERATIVE LIVESTOCK SHIPPINGDEMONSTRATIONS EXTENSION PROJECT IN OKLAHOMA.

Among the projects given in the annual report of the Extension Division of the Oklahoma A. & M. College, for 1923-24, is one in cooperative livestock marketing. The purpose is to conduct demonstrations in local cooperative shipments of livestock for the purpose of giving the stock producers a better idea of the factors entering into livestock marketing. In addition to demonstrations last year, the Livestock Marketing Specialist, G. V. Vincent, assisted in the organization of a number of local cooperative shipping associations and advised with association officials on methods of keeping records and other business details.

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POULTRY MARKETING SPECIALISTEMPLOYED BY NORTH CAROLINA.

A cooperative agreement for the development of better methods of marketing poultry and poultry products has been made by the Federal Bureau of Agricultural Economics and the Division of Markets of the North Carolina Department of Agriculture. Mr. T. W. Heitz has been put in the field to work with the producers, country merchants, buyers, packers, shippers, county agents and others in developing the market practices for poultry. Special emphasis is put on proper methods of candling, packing, grading and shipping eggs, and grading and marketing poultry. Results have already exceeded expectations.



REPORT ISSUED ON STUDY OF  
WESTERN KANSAS FARMS.

A study of 135 farms in Sherman, Thomas and Finney Counties, Kansas, for the farm year 1922, has been issued as a preliminary report on "Dry Farming in Western Kansas", by the Federal Bureau of Agricultural Economics. The report is available on request to the Bureau at Washington, D. C.

The study was made by E. O. Wooton of the Federal Bureau with assistance from the Kansas State College of Agriculture. In the report, a general statement is given concerning the location, history, soil and climatic conditions. Only owners of land were interviewed in making the study so that the information applies to that group of farmers excluding renters entirely.

Sections of the report deal with the methods by which the owners obtained their land, the trend of land values, size of farms and utilization of the land, common crops and their yields, the livestock kept and its importance, capital invested, farm receipts, farm products used by the family, income and net gain or loss by the farmers.

Conclusions reached are that the farms are fairly well adjusted as to size; wheat, corn, and hay are the main crops; livestock production is essential; generally considered, the farming business in the area was solvent; most of the farmers have made gains in their net worth not counting the natural increase in the value of their land; and in many cases the increase in land values is considerable.

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AGRICULTURAL PROGRESS IN TENNESSEE  
OUTLINED BY EXTENSION SERVICE.

"Ten Years of Agricultural Progress in Tennessee", by C. E. Brehm, is a report of the Agricultural Extension Service for the period, 1914 to 1924. Besides giving the history of the Extension Service in the state, it discusses the various crops and management practices in Tennessee showing changes in volume of production, value and organization. The relative importance of the major agricultural products is brought out.

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WHAT MAKES HOG PRICES  
DISCUSSED IN BUREAU REPORT.

A preliminary report on "What Makes Hog Prices," has been prepared by G. C. Haas and M. J. B. Ezekiel of the Federal Bureau of Agricultural Economics. It is available on request to that Bureau, Washington, D. C. "This report," the authors say, "is confined to a discussion of the factors that make the prices themselves move, and does not include a study of the margins." Six charts illustrate the facts brought out in the discussion. Three main divisions are, what makes the price, the effect of price upon supply, and the outlook for hog prices during 1925.



KANSAS REPORTS ON TAXATION  
STUDIES IN BULLETIN

The results of an investigation of the prevailing practices of assessing real estate in Kansas and some suggested remedies for conditions which need change are given in Kansas State Experiment Station Bulletin No. 232, "Assessment and Equalization of Farm and City Real Estate in Kansas." Eric Englund of the Agricultural Economics Department of the State College is author.

He outlines his purpose and methods of study. These studies brought out the inequalities in assessment and taxation between different sizes of holdings, townships, counties, and cities. After discussing the progress towards equalization, Englund suggests a plan for more uniform taxation.

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KENTUCKY BULLETIN SUMMARIZES  
RESULTS OF FARM ORGANIZATION STUDY

"A study of Farm Organization and Management in Mason and Fleming Counties," is the title of Bulletin 253 of the Kentucky Agricultural Experiment Station. The study was made by W. D. Nicholls, C. U. Jett, and Z. L. Galloway of that College.

The bulletin is based on a study made during the spring and summer of 1923 covering the farm year of 1922. Nearly 250 farms are included in the analysis. The three main divisions of the bulletin consider the factors which influence farm profits in the area; the physical and economic conditions of the region; and a report of some successful individual farms.

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OHIO LIVESTOCK PRODUCERS  
BELIEVE IN COOPERATION

Producers from 45 counties attended the annual meeting of the Ohio Livestock Cooperative Association, recently held at Columbus. The four and a half day meeting was devoted to a study of cooperation.

One session of the meeting was given over to consideration of local organization, another to organization and operation of county associations, another to cooperation at terminal markets, and another to problems arising out of direct selling to packers. The state association gets reports from 55 county associations. These county associations have been active in furnishing the backing necessary for establishing cooperative sales agencies on the Cleveland, Buffalo, Pittsburgh, and Cincinnati livestock markets. In addition to a state association to coordinate their activities, the Ohio county associations have created the Eastern States Company, Columbus, Ohio, a cooperative enterprise to promote direct sales to packers, both in Ohio and the eastern markets.



REPORT OUT ON STUDIES OF LAND  
SETTLEMENT IN THE GREAT LAKES STATES.

"Land Settlement and Colonization in the Great Lakes States" is the subject of United States Department of Agriculture Bulletin No. 1295 which has just been released. It was prepared by L. C. Gray, Division of Land Economics, Bureau of Agricultural Economics and John D. Black, Division of Agricultural Economics, University of Minnesota. This report is part of a group of studies undertaken by several cooperating agencies. It is available from the Division of Publications, U. S. Department of Agriculture, Washington, D. C.

The table of contents show the following divisions in the bulletin, characteristics of the region, physical conditions, ownership of the land, classes of land settlement agencies in Great Lake States, general description of projects surveyed, problems and methods of land settlement, summary of settlers' progress, analysis of settlers' progress on individual projects, other significant types of land settlement agencies, and land settlement from the standpoint of the public interest. A number of maps and tables supplement the text discussion.

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REPORT OF FLORIDA  
MARKETING BUREAU PUBLISHED.

The Fourth Biennial Report of the Florida State Marketing Bureau covering the time from July 1, 1923 to March 1, 1925, outlines the activities of that organization. L. M. Rhodes, Commissioner, State Marketing Bureau, reports that his Bureau is a clearing house for information. Records are kept as to shipments of state products and the financial and commercial standing of dealers. The Bureau helps settle disputes, and assists in finding and developing markets for farm products. A "For Sale, Want & Exchange Bulletin" has proved valuable in developing direct selling among the state people. A market news service is maintained, part of which is cooperative with the Federal Bureau of Agricultural Economics. Grading, standardization and shipping point inspection are other activities of the Bureau.

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NEW BOOK GIVES HISTORY AND PROGRAM  
FOR NEW ENGLAND AGRICULTURE.

"The Food Supply of New England" is a new book prepared under the auspices of the executive committee of the New England Agricultural Conference and edited by Dr. Arthur W. Gilbert, Massachusetts Commissioner of Agriculture. It gives a brief survey of New England Agriculture with particular reference to food supply. An inventory of the present situation and the commodity programs formulated as part of the ten year program for New England agriculture are included.



REFERENCES ON MILLING  
AND BREAD MAKING LISTED.

A selected list of references on flour milling and bread making has been prepared by C. Louise Phillips, Grain Investigations, and J. H. Shollenberger, Milling Investigations of the Federal Bureau of Agricultural Economics and published as Agricultural Economics Bibliography No. 2. It is available on request to The Bureau, Washington, D. C.

The bibliography has been published to meet the growing demand for sources of information on modern scientific and technical phases of flour milling and bread making. Books, bulletins and pamphlets, journals, and mimeographed material are all included.

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SUMMARY OF LEGAL INFORMATION ON  
COOPERATION PREPARED BY BUREAU.

The second summary of cases and decisions on legal phases of cooperation has been prepared by the Division of Agricultural Economics and is available from the Bureau, Washington, D. C.

This summary is a compilation of legal information pertaining to cooperative organizations, covering the time from March 1924, to March 1925. It is supplementary to Department Bulletin 1106 which was published in 1922. A summary covering the time to March 1924 was issued last year.

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GEORGIA SWEET POTATOES  
ON LONG JOURNEY.

Through the efforts of the Georgia State Bureau of Markets, sweet potatoes from that state are to be tried in Oregon. A carload of Georgia Porto Ricans, strict U. S. No. 1, has been shipped to Portland, Oregon. Publicity sent out by the State Bureau resulted in inquiry from a Portland firm as to prices, dealers, etc. - They were put in touch with the owner of a potato curing house and the shipment has been arranged. These are the first Georgia potatoes to be sent to Oregon through other shipments have been made to the west coast.

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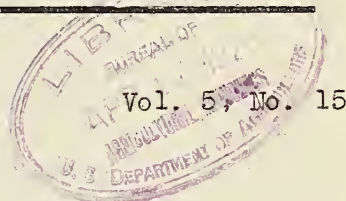
THE EXTENSION DIVISION AND THE DIVISION OF RURAL INSTITUTIONS of the College of Agriculture, University of California, are preparing a set of charts for the use of farm advisors in discussing price movements and the purchasing power of various farm products. These are to be used in the Farm Bureau Center meetings. They will deal particularly with cycles in production and prices of California farm products.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 15, 1925



## NEW JERSEY TO STANDARDIZE ROADSIDE MARKETS

Standardization of roadside markets with supervision by the New Jersey State Bureau of Markets, has been proposed by the State Horticultural Society. The plan has been sanctioned by the State Bureau and rules for the regulation of the "standard" roadside markets will be promulgated at once.

The proposal is for voluntary inspection and standardization of roadside markets. Growers who meet the requirements are to be permitted by the State Bureau of Markets to use the legally protected term, "N. J. Standard Farmers' Roadside Market." The rules have been adopted after a conference called by the State Horticultural Society, at which growers, agricultural and marketing officials, county farm agents and representatives of the State Department of Highways and Health were present.

To use the official name, operators of roadside markets must agree to meet certain requirements, which include the ownership of the market by a farm operator; that at least 70 per cent of the produce offered for sale shall be from his own farm, and that the average grade of the products must be good. The market must also meet certain requirements as to location. Cost of inspection and other service is to be met from fees paid by applicants.

This is pointed out as a move by business farmers to create a code which they can ask the State to approve, and not as an attempt by the State to regulate business. The idea originated at the convention of the Horticultural Society last fall and steps were taken to bring it to the attention of State officials.

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## ARKANSAS HAS FRUIT AND VEGETABLE INSPECTION AND STANDARDIZATION LAW.

Authority has been given the State Plant Board of Arkansas to establish grades for fruits and vegetables, standards for the containers in which these products are shipped and an inspection service on fruits and vegetables, in an act recently passed by the Legislature of that State. No special appropriation has been provided for this work, states George G. Becker, Chief Inspector for Arkansas, but it will be their policy to adopt the grades recommended by the Federal Bureau of Agricultural Economics and to use the Federal Inspection Service as far as practicable.



EFFICIENT LABOR UTILIZATIONKEYNOTE OF NEW HAMPSHIRE MEETINGS

Efficient use of labor in producing crops was emphasized in the Farm Management Extension work in New Hampshire last year. Previous studies had shown that a large number of farmers in that State were using comparatively large amounts of labor on their crops. The farm management tours were organized to call attention to this fact and to show the possibility of reducing labor requirements.

Early in the year three demonstrators were selected for each tour. One demonstrator was a man especially efficient in potato production, one in harvesting hay and one in producing silage corn. The county agents then helped these men still further reduce their labor requirements on these crops. When the tour was made, each demonstrator described his methods and showed how his machinery worked. The crops were there to show for themselves. It was found very effective to work out the number of hours of labor required for each operation and the total needed to produce the crop at the meeting. These tours impressed those attending them with the possibilities of reducing labor on the crops raised.

The farm management schools emphasized the same point. The labor used to produce the different crops was tabulated in the schools and the more efficient farmers discussed their methods of reducing labor. This brought out the weaknesses in labor distribution and aroused much interest among those in attendance.

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MICHIGAN POTATO POOL HASPLAN FOR ORDERLY MARKETING

Handling their potato crop through a single season pool to insure orderly marketing is the plan in use by the Potato Growers' Association at Falmouth, Michigan. The pooling period begins December 1 and closes the following June. At the beginning of the pool period, a careful estimate is made of the total quantity of potatoes to be marketed through the pool and then one-seventh of this quantity is shipped every month, regardless of the weather conditions, market conditions, or price. At the end of each month settlement is made with each member for one-seventh of the potatoes he has listed with the association. At the end of the pool period, such adjustments are made as are necessary because of minor over or under estimates.

The advantages claimed for this system are that every member gets the average season price for his potatoes, he gets some money every month, overhead expenses are reduced to a minimum, growers are relieved of worry as to ups and downs in the market, and old-line dealers are at a disadvantage in their efforts to destroy the morale of the growers.



COOPERATIVE BUYING GROWINGAMONG FARMERS IN SEVERAL STATES

Cooperative buying by farmers organizations is growing in several parts of the United States.

Alabama farmers have placed orders for more than 75,000 tons of fertilizer with the Alabama Farm Bureau Federation. The purchases are being made by a committee who contracted for the material at stipulated prices. As a result of cooperation between the Alabama Farm Bureau Federation and the Agricultural Committee of the Alabama Banker's Association, a banker representative has been appointed for each of the 67 counties of the state to assist the farmers with their credit problems.

The Merrimack Farmers' Exchange, Inc., Concord, New Hampshire, which was organized in 1920, serves approximately 900 members in the territory tributary to Concord. Its sales for the nine months ending with February, amounted to \$593,640. The Exchange buys feeds, fertilizers, and other supplies for the members. It is operating a feed mill, grain elevator, and warehouse at Concord. Branches are operated at Derry, Goffstown and New Boston.

Plans to open four new stores during 1925 have been made by the Farmers' Union Supply Company of Kentucky, Lexington, Kentucky. This is a state-wide chain-store system for farm supplies. At the present time the company is operating district warehouses at Lexington, Maysville, and Louisville. It has branch stores at fifteen points. Among the supplies handled are coal, hay, twine, salt, tankage, oil, tires, tubes, shingles, machinery, and groceries.

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APPLE MARKETING CARSUCCESSFUL IN COLORADO

An apple marketing car was an effective piece of work carried out last year in Colorado under the direction of T. H. Summers, Extension Specialist in Agricultural Economics. The car which was fitted out co-operatively by a number of organizations, showed especially the competition which Colorado apple growers have to meet. One part of the exhibit showed the Northwestern apples with the typical pack used in that section; another showed Colorado apples graded and packed like the Northwestern fruit in contrast with the local pack often used; and, probably the most effective part, showed what happens to the apples in a Cash and Carry Store where the customer selects his own fruit. This illustration emphasized the fact that the customer will apparently pay the price for good apples, but will not buy poor ones.

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A SUMMARY OF THE 1924-25 POTATO SEASON IN COLORADO has been prepared by John D. Snow of the Denver office of the Federal Bureau of Agricultural Economics, and is available from that office, Room 24, Capitol Building.



NORTH CAROLINA HAS  
EXTENSIVE RESEARCH PROGRAM

Research in Agricultural Economics at the North Carolina State College of Agriculture is being conducted in the Bureau of Social Economic Research recently established in that institution, states G. W. Forster, of the <sup>College</sup> Department of Agricultural Economics. The program they have under way at the present time includes a graphic analysis and display of the natural resources of North Carolina; a study of farm organization and management in the Coastal Plain Region and in the Tidewater Region; production, consumption and marketing of farm products in Cumberland County; and the strawberry situation in Southeastern North Carolina. Another group of studies now being made are an economic and social study of boys' and girls' club work in Alamance County; a study of agricultural community fairs; a study of rural population and community organization in Wake County; an industrial and vocational guidance survey in High Point, Greensboro; and Raleigh; a study of national and state farmers' organizations, and of the Farmers' Alliance in North Carolina. Work on the cost of producing cotton and a statistical study of farm prices is also in progress.

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CONSUMER DEMAND FOR MEAT STUDIES  
NEARLY COMPLETE IN A NUMBER OF CITIES

Field work, which is largely interviews with housewives, has been completed on consumer demand for meat studies by the Federal Bureau of Agricultural Economics in two cities and nearly finished in several others. This is an extension of the work along the same line on which preliminary reports have been issued.

The work has been completed in Grand Forks, North Dakota, and Lincoln, Nebraska. Work is nearly finished in Birmingham, Alabama; New Orleans, Louisiana; Oklahoma City, Oklahoma; Fargo, North Dakota; Minneapolis, Minnesota; and Denver, Colorado. It is under way in San Francisco, California. Parallel studies on methods and practices of marketing meat and cost of marketing are being made by the Bureau in nearly all of these cities. University students and high school teachers are employed to make most of the interviews.

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EGG SHIPPERS LOSE FROM  
POOR PACKING METHODS.

Improper methods of packing eggs for shipment resulted in a loss of about eight per cent of the total value of each case according to figures by the marketing specialist, Pennsylvania Department of Agriculture. These results were obtained from a study of shipments to New York from a number of points throughout the state. Broken and stained eggs caused by the use of old fillers and poor grading accounted for the loss. Eggs of unusual size or shape packed in the crates broke and these stained the other eggs adding to the losses.



"MARKET HINTS FOR HOUSEWIVES"  
POPULAR RADIO FEATURE

Radio talks under the name "Marketing Hints for Housewives" are proving popular in Philadelphia, according to reports. The talks are given under the auspices of the Federal Bureau of Agricultural Economics and the Pennsylvania State Bureau of Markets, by William R. Whitacre, Market Reporter for the State Bureau, with headquarters in Philadelphia. They are scheduled for 4.15 to 4.30 every Tuesday. Mr. Whitacre discusses some phase of the fruit and vegetable market, as grapefruit, green vegetables in the spring, etc. He emphasizes the local market conditions at the time on the product under discussion. Following his talk, a food expert from one of the local papers gives recipes for the commodities mentioned. Other cities are planning to establish similar services.

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HAY GRADE HEARINGS  
BRING FAVORABLE ACTION

Favorable action on the proposed Federal grades for hay, especially alfalfa, has been taken at most of the hearings now being held in the West. The grading scheme was approved at the Washington and Oregon meetings. The Montana State Department of Agriculture has indicated that they will recommend the use of the Federal grades. The State of Wyoming is in full accord with a program to make United States Hay grades official in that State and to inaugurate shipping point inspection as soon as possible in the districts of largest production. The Denver dealers and alfalfa mill men and others expressed themselves as being in favor of the grades and inspection.

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VIRGINIA REPORTS RESULTS OF  
STUDIES TO INDIVIDUAL FARMERS

Results of studies of farm profits in Virginia are being returned to the individual farmers through the Extension Service, says C. C. Taylor of the Economics Department of the Virginia College of Agriculture. This work is centered in two counties where the county agents interpret the report to the farmers. A page summary showing income and expenses is used in making the returns.

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COOPERATIVE AGREEMENTS FOR THE FEDERAL-STATE INSPECTION OF HAY have been made by the Federal Bureau of Agricultural Economics with the Alabama Department of Agriculture and Industries and the Texas Markets and Warehouse Department. It is expected that schools for training inspectors will be held in both of these States within the next few months.



ORGANIZATIONS COOPERATING TO TEST  
METHODS OF PACKING AND LOADING EGGS.

Tests to determine the most efficient methods of packing and loading eggs to reduce breakage are being carried out by the Federal Bureau of Agricultural Economics in cooperation with the Interrelations Committee of the National Poultry, Butter and Egg Association; the American Railway Association; and the Association of Egg Case and Egg Case Filler Manufacturers. About 20 cars of eggs will be handled. The first shipment of two carloads of eggs was made from Enid, Oklahoma, the last of March. These eggs were inspected for breakage on arrival at the market in Boston. Two cars are being loaded this week at Hutchinson, Kansas, and two at Wichita, Kansas, for shipment to St. Louis. Eight methods of packing and two methods of loading are being tried. Shipments will be made from other States to various markets to make the tests cover all types of conditions. Among the States from which shipments will be made are Nebraska, Illinois, Iowa and Tennessee.

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MISSOURI COLLEGE STUDYING  
MARKETING OF BUTTERFAT.

The production and marketing of butterfat in Missouri is one of the studies now under way at the Missouri College of Agriculture, reports O. R. Johnson, of the Farm Management Division. The study is being made cooperatively by the departments of Dairy Husbandry and Rural Life. The objects of the study are to learn the origin of the various grades of butterfat marketed and the rate of marketing throughout the year. Price studies of the various grades of cream marketed are included as part of the work. The cream is followed through the concentration points, creameries, etc., to the destination of the finished product. Most of the work is being done through the creamery organization in the state.

A study of the influence of pasture utilization on the cost of horse labor on the farm has just been completed by the Missouri College, and will probably be published in the near future.

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A FARM CENSUS IS BEING TAKEN IN PENNSYLVANIA by the regular tax assessors as they are making their assessments. This is the first of its kind in that State. The plan is to take such a census every three years.

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ACCREDITING OF HATCHERIES IS GAINING IN ILLINOIS. This year there are 36 hatcheries on the accredited list in that State, with a total of about 125,000 birds in the flocks. Last year they had only ten accredited hatcheries.



CANADIAN COOPERATIVE CATTLEPOOL HAS NEW METHOD OF SETTLEMENT

Cattle handled cooperatively through the United Grain Growers, Limited, Winnipeg, Canada, are really sold twice under the system used. The animals to be marketed through the pool are received by the representatives of the United Grain Growers at St. Boniface, Calgary, or Edmonton. They are unloaded, counted, fed, watered, and sorted. They are then appraised publicly and the price per cwt. determined and announced. As soon as the cattle are appraised they are weighed and the association settles with the owners on the basis of the valuations given. The Association then assumes title to the cattle and disposes of them as seems best. The margin between the appraised value and the final selling value, less the expense, is pooled for each kind and grade of animal for the year, at the end of which each producer receives his prorated share of the accumulated funds in the various pools.

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NORTH CAROLINA REPORTSANNUAL FARM CENSUS

The North Carolina Department of Agriculture has completed the tabulation of results of last year's enumeration and published it in the form of a farm census chart. One side carries 58 columns of information by counties while on the reverse side is a large map of the state giving graphic proportions that are cultivated and in individual crops. Twelve small state maps show dotted distribution of as many crops. The percentage that each crop occupies of the harvested area of each county is also shown. Since 1918 this State has been making an annual enumeration of crop acreages and similar basic data through the township tax supervisors. ✓

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ORGANIZATION SYSTEM FOR SOUTHEASTERNMONTANA FARMS OUTLINED IN REPORT.

A preliminary report on "An Organization System for Farms in Southeastern Montana", by L. A. Reynoldson of the Federal Bureau of Agricultural Economics, is available on request to the Bureau, Washington, D.C. With it is a discussion of the "Effect of the Agricultural Outlook for 1925 on the Organization System for Farms in Southeastern Montana".

The organization system outlined is based on studies made cooperatively by the Federal Bureau and the Montana State College of Agriculture and Experiment Station. Sections of the report take up the standard organization, methods and practices in crop and livestock production, disposition of crops, cash receipts, cash expenses, yields, family living, and changes under various conditions.

The Effect of the Outlook for 1925 brings out ways in which the standard organization can be modified to take advantage of the present conditions without destroying the basis plan.



FEDERAL-STATE BUTTER INSPECTION  
GROWING IN MINNESOTA

Butter inspection service is now being maintained cooperatively by the Federal Bureau of Agricultural Economics and the Minnesota State Department of Agriculture at Duluth and Minneapolis-St. Paul, Minnesota, and at Chicago. The service has been maintained at the two Minnesota inspection points for several months. The Chicago work was started recently. The Federal-State Inspection Service is maintained on Minnesota Creameries Association butter only. The Chicago inspector also makes Federal inspections on other butter when requests are received. The Association has recently published a pamphlet on improving the quality of cream and butter for distribution to their patrons, which was prepared by C. W. Fryhofer, Supervising Federal-State Butter Inspector.

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"RURAL PENNSYLVANIA" IS NEW BOOK  
ON AGRICULTURE OF THE STATE

"Rural Pennsylvania" by Ralph L. Watts of the Pennsylvania State College of Agriculture, is the latest volume of the Rural State and Province Series. The twelve chapters in the book take up the physical and climatical conditions in Pennsylvania, soil, resources, history, agricultural industries, markets, rural manufactures, country life improvement, education and the rural outlook. Statistics on the State are given in the appendix. Each chapter was written by a specialist in that line. Mr. Watts wrote one chapter summarizing the situation.

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FRUIT AND VEGETABLE UNLOADS AT ST. LOUIS REPORTED.

A summary of the unloads of fruits and vegetables at St. Louis for the year 1924 has been prepared by V. G. Gibson of the Federal Bureau of Agricultural Economics, and is available on request to the St. Louis office, Room 401, Old Custom House. It covers the unloads of 46 fruits and vegetables. The first table shows the unloads of each product from each State. A second table shows the monthly receipts for each product. Individual tables are included giving the monthly unloads on the basis of state of origin.

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"THE WESTERN ILLINOIS GROWERS' ASSOCIATION, INC." is a new organization of fruit and vegetable growers in the neighborhood of Quincy, Illinois. The growers are under a five-year contract, with one cancellation period each year. The Association is affiliated with the Illinois Fruit Growers' Exchange, Centralia, Illinois, which has employed a man to devote his entire time to the sale of Illinois products.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 22, 1925.

Vol. 5, No. 16.

## STANDARDIZATION AND INSPECTION LAW PASSED IN MISSOURI

A law authorizing the State Marketing Bureau to establish standard grades and containers for all agricultural products and to make shipping point inspection on all farm products has been passed in Missouri. It is similar to the standardization laws in a number of other States, except for one section. This part of the law permits the State Marketing Bureau to collect fees and pay inspectors without the money going through the State treasury and being reappropriated by legislative act. It specifically sets out that such fees are not to be considered as revenue to be paid into the State treasury. All certificates issued under the authority of Congress shall, according to the law, be accepted in any court in Missouri as prima facie evidence.

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## COURSE FOR ELEVATOR MANAGERS OFFERED BY NORTH DAKOTA

The North Dakota College of Agriculture is offering, for the first time, a course for farm elevator managers and boards of directors to be given July 6 to 18, 1925. Most of the material to be used in the course will be based on a study which the college is making of farm elevators, states Alva H. Benton, of the College. This study covers some 225 farm elevators. Audits have been secured for most of these elevators covering a number of years, and they are being analyzed to determine the factors which entered into the success or lack of success of each business.

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## SOUTH DAKOTA COLLEGE MAKING PRICE STUDIES

Among the activities reported by M. R. Benedict of the Department of Farm Economics, South Dakota State College of Agriculture, is the development of a South Dakota Farm Price Index Figure which is being charted along with farm prices for the various products. They are also undertaking to carry back for a considerable period of years, a record of South Dakota farm prices which are not now available in official form. Some original farm records dating continuously back to 1889 have been secured.



NEW JERSEY POTATO DEALERS  
PLAN MARKET IMPROVEMENTS

Potato dealers in New Jersey are planning with the growers to improve the grading and marketing of that crop this season. A committee of dealers which has been studying the problem has recommended to the dealers in the leading potato producing counties that no field run potatoes be accepted in 1925; that every effort be made by all dealers to grade their potatoes to meet, as nearly as possible, the requirements of U. S. Grade No. 1, that two Federal inspectors be employed to visit the different loading stations, and that the potatoes be graded to meet the size requirements.

They point out that it is particularly desirable that no No. 2's be mixed with No. 1's, since this seriously reduces the quality of the pack. The work of the Federal inspectors, as recommended, is not to make a complete or final inspection, but rather to impress on the grower, loader, and dealer the requirements of U. S. Grade No. 1. Adoption of these recommendations is expected to be a strengthening of the present marketing machinery. So far the dealers seem to favor the adoption of these recommendations.

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MINNESOTA PRODUCTION COST FIGURES  
FURNISHED TO COUNTY AGENTS

A comparison of the costs of producing the three leading cereal crops, wheat, oats and corn, in representative producing areas in Minnesota for the past five years, has been made by the Minnesota College of Agriculture. Tables showing this data with some discussion of the facts shown were sent out to the county agents in the monthly "Minnesota Farm Management Service Notes." These "Notes" prepared by the Farm Management Group of the College give the county agents live farm management information with suggestions as to how he can use it in his work.

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EXAMINATION FOR ASSISTANT  
SCIENTIFIC AID ANNOUNCED

An examination for Assistant Scientific Aid (Grain Milling) has been announced by the United States Civil Service Commission. Vacancies in the Federal Bureau of Agricultural Economics, Washington, and other positions having similar requirements will be filled from this examination. The entrance salary is \$1500 per year with advancement to \$1860 without change in assignment. Applications will be received by the Civil Service Commission, Washington, up to the close of business May 29, 1925. The examination, which is assembled, will be based on practical questions relating to the commercial values, method of buying, selling, grading, and milling of grain; and education and experience.



FARM STUDY PLANNED  
IN TEXAS

A study of farm business, organization and progress in certain selected areas in Texas is to be made by the Federal Bureau of Agricultural Economics and the Texas Agricultural Experiment Station. The plan calls for a survey of approximately 200 farms. Besides general information on the farm business, special study is to be made of the practices of outstanding successful farmers in the area. Data for preceding years on the prices of products the farmers buy and sell, freight, threshing, interest rates, taxes and labor costs will also be collected. This is a continuation of the farmers' progress studies, on which work has been done in Colorado and Kansas.

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NEW JERSEY AGRICULTURAL WORKERS  
HAVE CONFERENCE ON MARKETING PROBLEMS

The regular spring conference of county agricultural and county club agents in New Jersey was largely devoted to marketing problems. Talks were made by members of the United States Department of Agriculture, the State Department of Agriculture, and a member of the Connecticut Agricultural College. In practically all of the talks emphasis was laid on the necessity of observing marketing trends both before planting a crop and in disposing of it. All of the agricultural specialists, the county agricultural agents and associate agents of the State were present.

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BUREAU MAKING STUDY OF  
IRRIGATION WATER COSTS

A study of the economic limits of the cost of water for irrigation is being made by the Federal Bureau of Agricultural Economics and the Federal Bureau of Public Roads in cooperation. About 6,000 special schedules covering this information have been obtained through census enumerators from farmers in the irrigated regions of the West from which the data will be taken.

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PLANS FOR MARKETING THE 1925 CAULIFLOWER CROP FROM the Catskill Mountain District have been made by the New York State Bureau of Markets, with the local growers and the county agent. Work on a standard pack and grade will be continued with the growers this season, states H. Deane Phillips, Director of the Bureau.



WALLACE'S BOOK, "OUR DEBT  
AND DUTY TO THE FARMER," IS OUT

"Our Debt and Duty to the Farmer," by Henry C. Wallace, former Secretary of Agriculture, takes up the agricultural depression of 1920-1924 and its effects on the country. The eleven chapters in the book are the introduction; the farmer's contribution to the nation; the depression; causes of the depression; the farmer's share in the national income; national aid during the depression, foreign markets for our farm products; crop adjustments and economy in farm expenditures; cooperation; adjustments in farm indebtedness, taxes, freight rates and other costs; restoration of fair price relationships, and the future of the American farmer.

In the foreword, Henry A. Wallace states that his father began work on the manuscript of the book early in the summer of 1924 and spent what leisure time he had on it from then until his death. Just before he went to the hospital he approved nine of the eleven chapters. The other two had been written but were not altogether satisfactory. The changes were completed after his death according to his ideas.

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BULLETIN OUT ON  
"TAX REVISION IN KANSAS"

"Tax Revision in Kansas" is a bulletin prepared by Eric Englund of the Department of Agricultural Economics, Kansas State College of Agriculture, and published by that Institution. The first part of the bulletin deals with the need for tax revision in Kansas. In this part he discussed the increase in taxes, economic changes and the need for tax revision, and tax revision versus curtailment of appropriations.

The second part of the bulletin outlines a tax program for Kansas. Here he takes up improvement in the valuation of property, classification of property for taxation, personal income tax, gross production tax on oil and minerals, excise tax on certain non-essentials, gasoline tax for roads, and the separation of state and local revenue.

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STUDY OF PROPOSED FREIGHT RATES  
MADE BY PENNSYLVANIA BUREAU

The Pennsylvania State Bureau of Markets has published a study of proposed freight rates affecting Pennsylvania Agriculture. It takes up the proposed mileage rates in the Eastern Class Rate Investigation as they affect farm products and supplies. Tables show the mileage, the present rate, the proposed rate and the amount of change for important products from the principal shipping points in Pennsylvania to important markets, and some rates from outside points to markets in the State.



ILLINOIS PUBLISHESBULLETIN ON FEEDING CATTLE

"Cattle Feeding in Relation to Farm Management," bulletin No. 261, is the latest publication by the Illinois Experiment Station in its series on economic factors in cattle feeding. It was written by H. C. M. Case and K. H. Meyers of the Farm Organization and Management Department of the College.

The detailed cost-of-production studies reported in the bulletin were carried on in Hancock County, Illinois, during the ten year period 1913-1922 and include data on 1,558 steers fed in thirty-eight lots. The economic relationship of any farm enterprise to the remainder of the farm business is, the authors say, quite as important as the study of the efficiency of the separate enterprise. Since the cattle-feeding enterprise does not directly require much land, it can be added to the farm business in an area producing surplus corn without displacing some other enterprise either wholly or in part.

The first of the two parts of the bulletin takes up the cost of producing beef. Such items as the relative importance of different items of expense; how the cost of gain varies with the size of the cattle; the variation in cost on different farms; the necessary margin in cattle feeding; the character of the feed utilized, and the relation of cattle feeding costs to other farm costs are taken up.

The second part of the bulletin is devoted to the place of cattle feeding on a corn belt farm. Points brought out are that cattle feeding utilizes farm-raised crops; makes use of labor that often is wasted; helps maintain soil fertility, and reduces general farm expense charges to other enterprises. The publication contains many tables and charts giving details of the data discussed.

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PRICES FOR VERMONT FARMPRODUCTS GIVEN IN CIRCULAR

A report on "Prices of Farm Products in Vermont," prepared by H. P. Young, Farm Management Demonstrator, has been published by the Vermont Extension Service as Circular No. 33. It is largely composed of tables showing the prices paid to producers in Vermont for important products from 1910 to 1923 inclusive; the prices the farmers paid for certain feed products; and index numbers for these prices. The prices are given by months for each year.

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A REVISED EDITION OF THE BOOK, "SIMPLE FARM ACCOUNTS," by Rex E. Willard of the North Dakota Agricultural College, has been published. This book has been prepared, the author states, to meet the demand of practical thinking farmers and also to be used as a textbook in rural schools.



"ADVERTISING FARM PRODUCTS"IS NORTH DAKOTA BULLETIN

A bulletin on "Advertising Farm Products by Farmers and Farm Organizations" has been published by the North Dakota College of Agriculture. It was written by Alva H. Benton, of the Marketing Division of the College.

What to advertise, why, the objects, and the methods of advertising are presented in direct, usable form for the farmer or other beginner not up on advertising. The requirements and place for the different kinds of advertising are discussed and details given in a way to be very helpful to anyone preparing advertising copy. Farm letter writing is considered as a part of farm advertising. Community advertising, national advertising by farmers' organizations, regional and trade paper advertising, and advertising costs are other parts of the bulletin. A list of reference books on advertising is included.

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LIST OF FEDERAL BUREAUPUBLICATIONS AVAILABLE

A list of the publications relating to markets, crops and farm management, which have been issued by the Federal Bureau of Agricultural Economics, is available on request to the Bureau, Washington, D. C. These publications include Department bulletins, Department circulars, Farmer's Bulletins, Office of the Secretary Circulars, Service and Regulatory Announcements, Yearbook Separates, Statistical Bulletins and miscellaneous forms. Mimeograph lists of the publications issued by the former Bureau of Markets and Crop Estimates, and Office of Farm Management and Farm Economics, will also be supplied upon application to the Bureau of Agricultural Economics.

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SUGGESTIONS ON MARKETING SPRINGLAMBS PREPARED BY FEDERAL BUREAU

"Improving the Market for Eastern and Southern Lambs," is a summary of the conditions in the eastern market centers, especially Jersey City. It was prepared by the Federal Bureau of Agricultural Economics and is available on request to the Bureau, Washington, D. C. The methods of handling lambs on the Jersey City market and the conditions governing the supply and demand there, are outlined and some things suggested which the producers and shippers can do to improve their returns from consignments to that point for sale. Examples of actual market transactions are given to show the effect of various conditions and methods on the lamb producers and shippers.



PROGRAM FOR CONNECTICUT'S POULTRY  
INDUSTRY OUTLINED IN BULLETIN

An attempt to develop a production and marketing program for Connecticut eggs is the object, according to the author, I. G. Davis, of the bulletin "Connecticut's Poultry Industry," published by that Agricultural College.

All angles of poultry production in Connecticut are covered in the bulletin. The problem of competition is one section; the value of Connecticut's location advantages is another; and what should be the policy of the industry from the standpoint of type and quality of product and of seasonal production, another. The author then suggests a marketing policy and analyzes it from various angles. Weaknesses in the present method of marketing are shown.

The entire text is fully supplemented with tables, charts and graphs. An appendix contains a number of tables giving details on the poultry industry in the State including such data as prices at various markets, shipments into the State from different points of origin, freight rates, cost of production, and classes of purchasers.

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LABOR ON GEORGIA FARMS  
SUBJECT OF BULLETIN

"Field and Crop Labor on Georgia Farms," a study by L. A. Reynoldson of the Federal Bureau of Agricultural Economics, has been published as United States Department of Agriculture, Department Bulletin No. 1292 and is available on request to the Office of Publications of the Department, Washington, D. C.

The data is from the coastal plains area. A description is given of the area. The labor studies include crew performance; the average amount of labor per acre on different crops; the distribution of labor; the common operations preparatory to planting most crops; and the individual crop operations on cotton; corn; peanuts; sweet potatoes; sugarcane; cowpeas; oats; wheat and rye; watermelons; and hay. Thirty-nine tables are included.

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A STUDY OF THE CARLOT UNLOADS OF POTATOES in fifteen large cities in the State has been reported by the Pennsylvania State Bureau of Markets. It shows that more cars of locally grown stock were sold in the State during 1924 than were received from any other State.

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"WHEAT STUDIES OF THE FOOD RESEARCH INSTITUTE" Stanford University, California, are being published in a monthly series. Volume I is to run from December, 1924 to September 1925.



NEW YORK BULLETIN GIVES  
CONSUMER INFORMATION ON EGGS

An effort to reach the consumer with marketing information has been made by the New York State Bureau of Markets, in its bulletin No. 172, "What The Consumer Should Know About Eggs."

This bulletin, written by H. Deane Phillips, Director of the Bureau, and Arthur E. Albrecht, Director of the New York Office, takes up the need for understanding of the egg marketing problem by the consumer, the characteristics of the egg supply, variations in egg quality, testing eggs for quality, the marketing process, fraud in the sale of eggs, the function of cold storage, and the home preservation of eggs. A number of charts and graphs illustrate the material presented. Another section of the bulletin gives recipes for egg dishes. A bibliography of the literature on eggs is also given.

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BIBLIOGRAPHY ON THE MARKETING OF  
AGRICULTURAL PRODUCTS AVAILABLE

A bibliography on the marketing of agricultural products, compiled by members of the staff of the Federal Bureau of Agricultural Economics library, has been published as United States Department of Agriculture, Miscellaneous Circular No. 35, and is available for distribution by the Office of Publications, United States Department of Agriculture, Washington, D. C. The references are divided according to subjects, which include general marketing, markets, and the various commodities. There is an author and subject index for ready reference.

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THE NEW YORK STATE BUREAU OF MARKETS RECENTLY SENT OUT A QUESTIONNAIRE designed to determine the value of the feed, grain, hay, and straw reports prepared by that Bureau. More than half the questionnaires were returned with practically all of them indicating that the reports are satisfactory and a number containing favorable comments.

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GENERAL SENTIMENT IN FAVOR OF THE GRADES FOR ALFALFA AND WILD HAY proposed by the Federal Bureau of Agricultural Economics, has been expressed at hearings recently held in Nebraska and Missouri. Kansas and Oklahoma were represented at the hearings in Kansas City.

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AN INDEX TO MARKETING ACTIVITIES for the first quarter of 1925, (January-March, inclusive) will be sent to those asking for it. Send requests to Editor, Marketing Activities, Bureau of Agricultural Economics, Washington, D. C. All those who write for this index will be placed on the list to receive all indexes prepared in the future.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 29, 1925

Vol. 5, No. 17.

## A BASIS FOR COUNTY EXTENSION PROGRAMS DISCUSSED IN NORTH DAKOTA MEETINGS.

A series of sectional conferences with the county agents in North Dakota is under way, reports Rex E. Willard, State Agent in Farm Management. The conferences are one day meetings devoted to discussion of a basis for determining a county extension program of work. The plan is to promote the adaptation of world and national condition reports to the local county conditions with respect to economic production and marketing. The basis of adaptation to the county is found in the bulletin, "The Agricultural Regions of North Dakota."

The program for the meetings includes a study of price trends; the world and national situation in regard to wheat, rye, flax, wool, and other important local commodities; an analysis of the county as it relates to these conditions; fitting the enterprises to the individual farm; and what the county extension program needs to cover as shown by the analysis.

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## IOWA PLANS STUDY OF LIVESTOCK SHIPPING ASSOCIATIONS.

4 K A resurvey of the livestock shipping associations in Iowa is planned by the Iowa State College of Agriculture as one of their projects in Agricultural Economics. The object of the survey is to analyze the developments in the trade which have taken place since the last study was made a few years ago. They expect to get more adequate data at this time as the associations are keeping better records than formerly.

This Department is also doing work on the marketing of grain, livestock, and manufactured dairy products.

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AN INCREASED USE OF ECONOMIC INFORMATION in their publicity service is being made this year in the State, says L. A. Moorehouse, Professor of Economics, Colorado State Agricultural College. Such material as the Federal Outlook Report is adapted to the needs of Colorado farmers and released through the press of the State.



MAINE HOLDS SUCCESSFUL  
FARM MANAGEMENT MEETINGS.

Farm management work based on an analysis of farm records made in the state has been presented at 71 meetings in Maine this spring, states M. D. Jones, State Farm Management Demonstrator. Among the points stressed in the meetings were closer contact with markets, where possible, by development of sales to summer people, direct retail routes, and roadside markets, and a consideration of price trends as a help in determining future activities to the extent that farmers do not jump into a thing that has just been paying well and out after it has been paying poorly for a time.

In the meetings they used a set of lantern slides showing labor saving methods and equipment in use in Maine; a set of price trend charts showing the general price level since 1910; the purchasing power of horses and of hogs since 1865; and the price index of individual commodities since 1915; and also a set of charts showing a summary of 74 farms in the state which have kept records for three consecutive years, 1921-22-23, bringing out the reasons why some of these farms paid much better than others and showing factors that influence labor income.

A county agent who has used the charts on farm records says: "The analysis of the 74 farm accounts kept over a three-year period was so clear and emphatic that the men not only accepted the analysis but, with few exceptions, agreed with the conclusions."

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MICHIGAN COLLEGE STUDYING  
MILK CONSUMPTION AND COOPERATION.

The Economics Department of the Michigan Agricultural College under the direction of Professor W. O. Hedrick, is making a study of milk consumption in Detroit. It consists of a canvass of the public schools, the hotel, restaurant, and general wholesale group, and of several selected sections of the householders with respect to their consumption of milk. The general marketing features of milk as illustrated by Detroit will also be considered.

Another project which they have under way is a study of the farmers' cooperative marketing associations in Michigan. It is largely a compendium of information with regard to the number of these associations, their classification, the manner of their legal and financial organization, and their general successfulness.

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ARTICLES ON FARM MANAGEMENT and the economic problems before the farmer are being printed in the Weekly Market Bulletin of the West Virginia Department of Agriculture.



SOUTH CAROLINA STUDYING  
FARM ORGANIZATION

Investigations in the economics of production are being carried on by the Agricultural Economics Department of Clemson College, South Carolina, according to Ward C. Jensen of that institution. This work is being followed by studies of market conditions and cost of living in city and country.

The question of whether the present farming practices in South Carolina pay is analyzed in Bulletin 221 of the South Carolina Experiment Station, "Farm Organization and Cost of Production on Cotton Farms in Anderson County, South Carolina," by Ward C. Jensen. The studies have been continued during 1923 on the same farms reported in the bulletin and the data agrees with that published.

The object of the broad investigation in farm management is, Mr. Jensen states, to study the factors involved in the operation and management of cotton farms with a view to obtaining fundamental facts and figures upon which to base recommendations as to the proper organization of the farm under boll weevil conditions. The bulletin outlines the object, scope and methods of the study with a description of the area. It then gives a detailed analysis of the various farm enterprises, taking up each crop individually. The factors affecting costs and profits are considered and the results of the study applied to the farm enterprise. A number of tables and graphs show the data on which the results are based and illustrate the relationships.

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1924 MILK CONSUMPTION REPORTED  
BY FEDERAL BUREAU.

Data on the consumption of milk and cream in various cities in the United States as reported by the Boards of Health have been compiled by the Federal Bureau of Agricultural Economics. It is available on request to the Bureau, Washington, D. C. "During the year 1924," the report shows, "there was a further increase in the household consumption of milk and cream. The average per capita consumption of milk for 1924 was 54.75 gallons."

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VIRGINIA DIVISION OF MARKETS HOLDS  
MEETINGS ON MARKETING LIVESTOCK.

The Virginia State Division of Markets is holding a series of meetings at various points in the state on the improvement of market conditions for livestock. Speakers will discuss methods of financing, producing livestock to meet the market demands, and marketing methods. This is a part of the campaign being made in Virginia to improve the market for their livestock. ✓



STUDY OF FARM LABOR IN NEW JERSEY  
REPORTED IN FEDERAL BULLETIN

"Truck-farm Labor in New Jersey, 1922," by Josiah C. Folsom of the Federal Bureau of Agricultural Economics, is the title of United States Department of Agriculture, Department Bulletin No. 1285. It is available from the Division of Publications of the Department, Washington, D. C.

"The object of the present study," the author says, "was to investigate, in a region in which truck farming predominated, the conditions of agricultural employment, best methods of obtaining and keeping a good class of laborers, opportunities for other employment during the dull season, characteristics of farm laborers, their attitude towards farm life, and their ambitions for the future."

The subjects taken up in the bulletin are objects and methods of the study, agricultural seasons and employment, non-agricultural employment available, bringing together farm job and employee, some characteristics of farm employees, farm working conditions and suggestions for improvement of the farm labor situation.

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"THE LAW OF DIMINISHING RETURNS"  
DISCUSSED IN BOOK BY SPILLMAN.

"The Law of Diminishing Returns," by W. J. Spillman, Federal Bureau of Agricultural Economics, and Emil Lang, Germany, is a recent book in the New World Agricultural Series edited by Dr. Spillman. There are two parts to the book, the first written by Dr. Spillman, is an explanation and discussion of what he terms "The Law of the Diminishing Increment," and the second, a translation by him of an article by Dr. Emil Lang, on the "Law of the Soil."

It presents in complete and practical form the mathematical expression of this law and develops a method for its application. The work done by experimentalists in confirming the law is outlined. Field experiments with fertilizers and with irrigation water and the feeding of animals are used to show how the law has its application in agriculture. Other applications are also introduced.

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THE STATE COMMITTEE ON GRADES AND STANDARDS, appointed at the annual meeting of the Virginia State Horticultural Society has made several changes in grading specifications for apples this year. It is the purpose of the committee, they say, to make inspection as effective as possible; to work to the benefit of the producer, distributor and consumer, thereby establishing a firm foundation upon which Virginia's Horticulture is to stand. Among the changes is a tightening up on the No. 2 grade, and some modifications in the contract used by those taking advantage of State Inspection.



PROCEEDINGS OF NATIONAL MARKETING  
OFFICIALS MEETINGS AVAILABLE.

The proceedings of the Sixth Annual Meeting of the National Association of Marketing Officials which was held in Chicago in December, 1924, have been published making a bulletin of 111 pages. It will be sold to non-members of the Association at \$1.00 per copy. Orders should be sent to F. B. Bomberger, Secretary-Treasurer, National Association of Marketing Officials, College Park, Maryland.

The two main subjects considered at the meeting were marketing problems of today and what a college course in marketing should contain. The Report contains addresses, discussions and reports made at the meeting. It also gives the reports of the committees and other business of the meeting.

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BUREAU PUBLISHES BULLETIN ON  
PLANNING THE VILLAGE.

Why should villages be planned? Who should initiate the planning? These and other questions about village planning are answered by citing instances of what has been done, in a recent bulletin by the Federal Bureau of Agricultural Economics. "Rural Planning -- The Village," is the title of Farmers' Bulletin No. 1441, United States Department of Agriculture, written by Wayne C. Nason. It is available from the Division of Publications of the Department, Washington, D. C.

The table of contents gives the following divisions of the bulletin: why village planning; types of planned villages, replanned, originally planned, continuously planned; types of planned features in villages, gateways such as railway, trolley, waterfront, road; streets; bridges; commons; parks; river-bank improvements; cemeteries and public buildings.

"Villages," the bulletin says, "do not always have the benefit of a detailed town plan prepared by an expert, but rural community effort has already accomplished notable results in many instances." It shows by actual accomplishment what may be done by the average country village.

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MAPS SHOW DOCKAGE  
IN WHEAT AND FLAX.

Maps showing the percentage of dockage in wheat and flax by counties in the states of Minnesota, North Dakota, South Dakota, and Montana, for 1924, are available from Grain Investigations, Federal Bureau of Agricultural Economics, Washington, D. C. The dockage in flax for North Dakota was 17.4 per cent; South Dakota, 15.6 per cent, and Minnesota, 13.8 per cent. For wheat the dockage was 6.2 per cent in North Dakota; 5.1 per cent in South Dakota; 4.9 per cent in Minnesota, and 2.4 per cent in Montana.



REPORTS ON FOREIGN FRUIT  
MARKET AVAILABLE.

Mimeographed copies of the latest reports from Edwin Smith, representative of the Federal Bureau of Agricultural Economics, who is now in Europe, can be obtained from the Foreign Section, Bureau of Agricultural Economics Library, Washington, D. C. The series of reports on apples in Europe are designated: F.S.: A-10, "The Distribution of American Apples Through Liverpool" (April 11); F.S.: A-11, "Glasgow as a Primary Fruit Market" (April 11); F.S.: A-12, "Slack Barrels of Apples in Export Markets" (April 14); F.S.: A-13, "Effect of Panama Canal Shipments on Apple Prices in Great Britain" (April 14); F.S.: A-14, "Price Levels of Apples in Great Britain," (April 18).

A series of reports by Mr. Smith on the citrus fruit situation in European markets are available as follows: F.S.: CF-2, "Spanish Oranges Running Poor in Quality" (March 7); F.S.: CF-3, "Market for Grapefruit in Great Britain" (March 12); F.S.: CF-5, "Marketing Citrus Fruits in Scandinavia," (April 7); F.S.: CF-6, "Marketing Citrus Fruits in Germany" (April 7); F.S.: CF-7, "The Grapefruit Market in Europe" (April 10).

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SUMMARY OF NEW JERSEY POTATO  
DEAL HAS BEEN PREPARED.

A summary of the 1924 New Jersey Potato Deal has been prepared by E. R. Biddle of the Federal Bureau of Agricultural Economics. Copies can be obtained from him, Room 236, Municipal Pier No. 4, South, Philadelphia, Pa.

The front cover of the report carries an outline map of the State, showing the location of the leading potato stations. A chart represents in graphic form the relation between all the eastern potato-shipping states. Comparative statistics are given for the southern district and the central district of New Jersey separately.

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FARMERS IN EASTERN VIRGINIA are finding a ready market for seed sweet potatoes carrying a certificate of inspection from the State Agricultural College, reports the Extension Service. The purpose of the certification work is to provide a supply of seed that is known to be relatively free from disease.

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TENTATIVE U. S. GRADES FOR EGGPLANTS have been prepared by the Federal Bureau of Agricultural Economics. Three grades are provided, U. S. No. 1, No. 2, and No. 3.



COOPERATIVE ASSOCIATION MEMBERSHIP  
STATISTICS PUBLISHED BY FEDERAL BUREAU.

A preliminary report on membership statistics of farmers' business organizations as of January, 1925, has been released by the Federal Bureau of Agricultural Economics. R. H. Elsworth of the Bureau prepared the report. It is available on request to the Bureau, Washington, D. C.

"The 5,424 farmers' associations listed with the United States Department of Agriculture in 1915, had," the report shows, "a membership of about 651,000, and the 10,326 associations listed at the beginning of 1925 had not less than 2,500,000." Tables are given showing the number of members for the two years by commodity groups, by geographic divisions, by leading states, and the average number of members per association. Graphs show the membership and the percentage changes.

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VIRGINIA TO CERTIFY AND ACCREDIT  
HATCHERIES AND POULTRY FLOCKS.

The Virginia Certified Hatchery and Poultry Flock Plans and the Certified and Accredited Hatchery and Poultry Flock Plans has been published by the Virginia State Division of Markets. It contains the regulations under which poultry flocks and hatcheries are certified and accredited. This is under the act of 1924 which provides for a voluntary inspection service on agricultural products. Certified flock owners and hatcheries are authorized to use a state trade mark. The certifying or accrediting of poultry flocks and hatcheries is not compulsory and the owners have the privilege of being certified, or certified and accredited, or of operating as they have in the past. The service is offered at a reasonable fee; for necessary expenses only.

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REPORT ON USES OF CORN  
MADE BY FEDERAL BUREAU.

A compilation relating to the uses and products of corn has been prepared by C. Louise Phillips and E. G. Boerner of the Federal Bureau of Agricultural Economics. It is available on request to Grain Investigations, Bureau of Agricultural Economics, Washington, D. C.

Uses for all parts of the corn plant including shelled corn, corn stalks, leaves and cobs are discussed. Most of the material is reports and articles which has been published at various times and places. Here they are all brought together making a convenient source of information on corn products. A selected list of references on corn and its uses is included.



CALIFORNIA BERMUDA ONIONDEAL, 1924, REPORTED

The 1924 Southern California Bermuda Onion Deal has been summarized by H. A. Harris of the Federal Bureau of Agricultural Economics. An outline map of the southern counties of California, with the onion shipping sections plainly marked, appears on the front cover of this summary. Special mention is made of the bearing of imports on the market for onions produced in this country, and attention is called to the fact that 700 of the 908 cars of Bermuda onions shipped from Coachella Valley last season were Federal-State inspected. The revised U. S. grades for Bermuda onions are printed at the end of the summary. Copies of this report can be had on application to H. A. Harris, 206 Wholesale Terminal Bldg., Los Angeles.

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TENNESSEE STRAWBERRY DEALSUMMARY AVAILABLE.

The summary of the Western Tennessee Strawberry Deal for 1924 has been prepared by R. H. Lamb of the Federal Bureau of Agricultural Economics. Special attention is given to the inspection service, and the U. S. grades for strawberries are published in full. A tabulation of prices of graded and of ungraded berries is presented, which proves that grading pays. Excerpts on berries are given from the Weekly Market Review, published each Tuesday, and arrivals and comparative prices are reprinted from the table accompanying each Review. A table showing the average jobbing prices, per quart, of strawberries in nine leading markets and for four months during 1921, 1922, 1923, and 1924, is taken from the 1923 Yearbook, brought up to date by adding the 1924 figures.

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COLORADO LETTUCE DEALSUMMARY HAS BEEN ISSUED.

A summary of the 1924 Colorado Lettuce Deal has been issued by John D. Snow of the Denver Office of the Federal Bureau of Agricultural Economics. Tables in the summary give full f.o.b. information, carlot shipments by stations and by months, and freight rates and refrigeration charges from two shipping sections to seven principal markets. Final destinations reported on 740 cars during the season show that shipments went to 58 cities in 28 states.

The costs of growing and marketing lettuce are discussed, and the U. S. grades for head lettuce printed in full. Another table shows the monthly shipments of mixed vegetables from individual stations in Colorado. Copies of this deal summary may be secured from the Bureau of Agricultural Economics, U. S. Department of Agriculture, 24 State Capitol Building, Denver, Colorado.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 6, 1925

Vol. 5, No. 18.

## COTTON CONFERENCE ON UNIVERSAL STANDARDS TO MEET IN LONDON.

A conference of European and American Cotton Exchanges and the United States Department of Agriculture has been called to meet in London, May 20, to consider proposals for the renewal of the agreement for the use of universal cotton standards in international trade. While most of the Exchanges have agreed to the use of these standards, the Liverpool Cotton Association and the Federation of Master Cotton Spinners had announced their withdrawal from the agreement. At the conference in Washington last March to prepare copies of the standards, representatives of these associations made certain proposals under which they would be willing to continue the agreement. This conference will consider these proposals. The United States Department of Agriculture will be represented by Dr. H. C. Taylor, Chief of the Bureau of Agricultural Economics; W. C. Campbell, Director of Regulatory Work of the Department; and H. C. Slade of the Cotton Division of the Bureau of Agricultural Economics.

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## NILS A. OLSEN APPOINTED ASSISTANT CHIEF OF FEDERAL BUREAU OF AGRICULTURAL ECONOMICS

Nils A. Olsen, who has been in charge of the Division of Agricultural Finance of the Federal Bureau of Agricultural Economics, has been appointed Assistant Chief of the Bureau (In Charge of Research) effective May 1. He will be responsible for the coordination of the work of the various units of the Bureau interested in research and in the development of programs of work. He will continue to direct the activities of the Division of Agricultural Finance.

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## ACCOUNTS MAIN FEATURE OF FARM MANAGEMENT EXTENSION IN ARKANSAS

Farm Management Extension work in Arkansas for 1925 will be confined to farm and household accounts, according to the plans of A.D. McNair, Farm Management Specialist. The final analysis of individual accounts are to be sent to the county agents and the farmer furnishing the account.



COMMUNITY CLUBS PROMOTE AGRICULTURAL  
ECONOMIC STUDY IN KANSAS.

Extension Work in Agricultural Economics by the Kansas State Agricultural College during the past year centered around the Farm Account Clubs, reports I. N. Chapman, Farm Management Demonstrator. These clubs are organizations of local farmers who are keeping farm records. Monthly meetings are held with local leaders in charge. Whenever possible, the demonstrator or the county agent attended the meetings, but the clubs carried out their own programs.

The nucleus of the regular programs for the monthly meetings during the past year was furnished from the Agricultural Economics Department of the Kansas Agricultural College. It was in the form of a brief, concise paper on the conditions of the supply and demand for various farm products. "These notes", Mr. Chapman says, "were arranged to enable the men to reach a correct conclusion as to the probable market conditions for their products and in many instances resulted in the farmer receiving a higher price for his crops".

The notes were on a different subject each month. Wheat was the subject for three meetings, different angles being presented each month. Other subjects were the price relations of corn and hogs, standardization and marketing of eggs, economic factors in profitable dairying on the general farm, trends in the cattle market, etc. At each meeting there was a home department discussion on material supplied from the college on such subjects as household records, clothing and family health topics, and other features of interest to the housewife.

These discussions proved popular with the club members, according to Mr. Chapman, and added much to the interest in the club work. It is also increasing in favor with the county agents, as they are seeing the need, Chapman believes, of building an agricultural program on a long time community center basis.

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HEARINGS ON TOBACCO GRADES  
ANNOUNCED BY FEDERAL BUREAU.

Hearings have been announced on the proposed Tentative U. S. Standard Grades for Flue-Cured Tobacco which are to be issued by the United States Department of Agriculture. The dates and places for the hearings are May 11, 1925, at Richmond, Virginia, in the District Court Room of the Post Office Building; May 12, 1925, at Raleigh, North Carolina, in the Board Room of the New Agricultural Building; and on May 19, 1925, at New York City, in Room 401, Court House Building, Park Row.

Opportunity for oral discussion will be given. Written communications from those not attending will be gladly received. They should be addressed to the Chief of the Bureau of Agricultural Economics, Washington, D. C.

These are the first hearings on any tobacco grades held by the Federal Bureau. Permissive grades, however, have been worked out and in use for several years on some twenty types of tobacco.



WOOL SHRINKAGE TESTSPLANNED BY FEDERAL BUREAU.

A series of tests on the shrinkage and moisture content of raw wool grown in various parts of the United States is to be made by the Federal Bureau of Agricultural Economics. The object is to give wool growers a more accurate method of estimating the market value of their product.

The Department has established a special laboratory at Washington, D. C., in which to make the tests under the direction of George T. Willingmyre, specialist in wool standardization. Among the objects of these tests is to determine if a small sample of wool will accurately show the shrinkage for an entire lot; to work out a standard method of testing wool for shrinkage, and one for determining moisture content of wool in the grease. It is also hoped that the work will yield data so that charts showing the range of shrinkage on the various types of wool in different parts of the country and by States can be prepared.

Wool growers at present have no accurate method of making estimates in allowing deductions for grease and dirt contained in fleeces, Mr. Willingmyre says. The wool is bought on a scoured basis, the buyer making an estimated reduction for shrinkage. If the range in shrinkage can be determined from scientific tests, wool growers will be in a better position to receive the full market value for their product.

To make the tests exhaustive enough to carry out its purpose, the Bureau is asking the cooperation of all interested parties, especially in getting samples. Anyone willing to cooperate should write to Mr. Willingmyre, Bureau of Agricultural Economics, Washington, D. C., for instructions. Willingmyre says the Bureau will make shrinkage tests and grade all samples submitted and report the shrinkage and grade back to the one who submitted the sample if desired.

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EDUCATIONAL WORK HAS BEENEXTENSION ACTIVITY IN KENTUCKY.

Demonstrations of poor classing and grading of tobacco by farmers have been posted in tobacco warehouses in Kentucky by E. C. Vaughn of the Kentucky College of Agriculture. He selects two to five hands from the same basket showing a wide range in grade and displays them over a poster which says, "These hands from the same basket--you lose money when you mix grades." The College is also sending out posters carrying the text, "Grade carefully--keep grades separate--it means more money for you."

J. W. Jones, Field Agent in Marketing at the College, says he has attended 29 meetings at which approximately 2,110 farmers were present since the first of the year. At these meetings the factors which affect price were discussed. The importance of farmers adjusting production to probable market requirements was emphasized and the market outlook for various products outlined as a basis for planning their farm operations.



NEW YORK OFFERS PRIZES  
FOR COUNTRY LIFE PLAYS.

The Department of Rural Social Organization of the New York State College of Agriculture is conducting a contest for Country Life Plays. Prizes are offered for the best plays submitted during the contest which closes November 1, 1925. Suggestions concerning the type of play desired state that they should deal sympathetically with some phase of country life, and that they should be suitable for production by amateurs, with ease of staging a desirable feature. The contest is planned to help increase the supply of good plays dealing with country life for production by amateur clubs.

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TEXAS STATE DEPARTMENTS  
CONSOLIDATED UNDER NEW LAW.

The Markets and Warehouse Department and the Weights and Measures Department of the State of Texas were abolished by the legislature at its last session and the powers and duties of these Departments transferred to the Commissioner of Agriculture. The act is to take effect September 1, 1925. All appropriations for the abolished departments go to the Department of Agriculture and the Commissioner of Agriculture has the authority to re-apportion and re-arrange the duties of the office and employees, and to discontinue any work or employees to prevent duplication of work.

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WISCONSIN COMMISSION INSTALLS  
PROTEIN TESTING LABORATORY.

The Wisconsin Grain and Warehouse Commission has recently added a complete laboratory for testing the protein content in wheat to their equipment in Superior. The work of this Commission covers the sampling, grading and weighing of all grain when requested at any point in the state of Wisconsin except Milwaukee. The protein testing laboratory has been added to increase the efficiency of the work. The tests are made for a nominal fee sufficient only to cover the actual cost of making the determinations. The laboratory is also equipped to make complete analysis of all cereal products.

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COOPERATIVE WOOL SALES TO  
BE HELD IN TENNESSEE.

The marketing specialist, A. L. Jordan, of the University of Tennessee will supervise a series of 27 cooperative wool sales in 24 different counties in Tennessee beginning May 11. The county agents will assist in the sales. This is the seventh consecutive year cooperative wool sales have been conducted in the state.



CATTLE MARKETING PLAN IN  
FORCE IN CALIFORNIA.

The marketing plan for beef cattle in California and neighboring states which has been worked out by the California Cattlemen's Association is now in force. The object of the plan is to stabilize the market for cattle on the west coast.

The plan provides for the listing of all fat cattle ready for shipment which will then be marketed as needed. The territory will be divided into districts with a man who is well informed on the cattle supply and feed conditions in charge of each district. He will grade, select and ship the cattle as directed from headquarters. Price will be based on quality graded according to the standards worked out by the Federal Bureau of Agricultural Economics.

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MAINE HOLDS HAY  
IMPROVEMENT MEEDINGS.

Some 49 meetings have been held and more are planned by the State Division of Markets in Maine in their campaign for the improvement of the hay crop in that state. Mr. Sturtevent, State Hay Inspector in charge of the meetings. W. M. King, of the Federal Bureau of Agricultural Economics, assisted at some of the meetings. The feeling among the farmers that the United States Grades will help has been shown at all places.

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BAKING DEMONSTRATIONS TO BE  
HELD IN PENNSYLVANIA.

A representative of the Milling and Baking Laboratory of the Federal Bureau of Agricultural Economics, W. K. Marshall, will spend the month of May assisting G. A. Stuart of the Pennsylvania State Bureau of Markets. They will conduct baking demonstrations at various public institutions throughout the state. The object of the demonstration is to help popularize the use, within the state, of flour from Pennsylvania wheat.

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TENNESSEE SHIPPING  
POULTRY COOPERATIVELY.

Four carloads of hens were recently marketed cooperatively in three counties in Tennessee at a premium of 3-1/2 cents over local prices, according to A. L. Jordan, marketing specialist for the State College of Agriculture who assisted the county agents in arranging the shipments. Plans in other parts of the state are to market a full car of Barred Rock hens from each of two points, and a carload of Rhode Island Reds from another.



SURVEY OF USE OF FRUITS AND VEGETABLES  
BEING MADE IN WASHINGTON.

A consumer-demand survey of fresh fruit and vegetables consumption in Washington, D. C., is being made by the Federal Bureau of Agricultural Economics. This is part of a study to determine the consumptive and buying demands of our population with a view to improving the distribution and retailing of food. If the results from this survey warrant a more comprehensive study it will be extended to other cities. The method used is a house to house canvass with the interviewer filling out a questionnaire covering such points as the number of meals per week at which potatoes are served, preference for fresh or canned varieties of fruits and vegetables, and influences which affect the buying of fruits and vegetables.

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COST STUDIES GIVE RESULTS  
IN MINNESOTA.

A new statistical route has been started by the Section of Farm Management of the Minnesota Experiment Station, reports Andrew Boss, Chief of the Division. This is in the cut over region where small farms and more intensive farming prevail.

The five-year detailed cost studies made by the Station in cooperation with the Federal Bureau of Agricultural Economics have been completed and the material is being used for publication.

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FLORIDA COLLEGE MAKES  
FARM MANAGEMENT SURVEYS.

The Florida Agricultural College has conducted farm surveys in two counties in the state, reports H. G. Hamilton, of the College. Data for two years have been collected in one county. They have also made a study of the cost of producing cucumbers in two areas where they are the principal crop. Food records showing what food the farm furnished the family and what was purchased have been obtained in another study.

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WOOL GRADING DEMONSTRATIONS ARE BEING HELD IN UTAH by the Extension Service. At these demonstrations, Mr. A. Esplin of the State College grades samples of wool according to the official U. S. grades. The wool producers are showing a great deal of interest in the work.

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Plans are being made to market this year's wool crop in Alabama through a pool which will hold one big sale during the season.



BULLETIN PUBLISHED ON SHEEPPRODUCTION IN NORTH DAKOTA AND MINNESOTA.

"A Survey of Sheep Production and the General Sheep Situation" is a recent bulletin prepared by R. D. Jennings of the Federal Bureau of Agricultural Economics and published by the North Dakota Agricultural College as Bulletin No. 186. The North Dakota Agricultural College, the University of Minnesota, and the Federal Bureau cooperated in making the survey.

The bulletin reports a survey of sheep production on 200 farms in Northeastern North Dakota and Northwestern Minnesota. It covers the general sheep situation from a world standpoint, and for wool and lambs in the United States. The relation of sheep to the farm organization is reported from the survey. Details of the sheep enterprise on the farms studied are given. Some suggestions and recommendations for handling the flock are included. Twenty tables and nine illustrations supplement the text. The tables are largely devoted to the economic relations of the sheep enterprise. Many details of sheep management are shown.

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"THE SUBURBAN TREND" IS  
NEW RURAL LIFE BOOK.

"A new book, in a new manner, from a new view-point," is what Dr. C. J. Galpin, editor of the Century Rural Life Books, says about "The Suburban Trend," by H. Paul Douglass, a late book in the series. The author discusses the suburb from various angles. Thirty-five charts are included showing various facts about suburbs and their development.

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TYPE FORMS FOR USE BY COOPERATIVE  
ASSOCIATIONS IN ARKANSAS PREPARED.

"Type Forms for Use in Organizing Cooperative Marketing Associations in Arkansas under Act 116 of the Acts of the 1921 General Assembly of the State of Arkansas," have been compiled by Edgar A. Hodson, Marketing Agent in the State. It is issued in Mimeographed form. The mimeograph also outlines the steps in organizing a cooperative marketing association in Arkansas under the present laws. The forms such as by-laws, marketing agreements, contracts, articles of incorporation, etc., may be modified to meet the requirements of any particular organization.

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LISTS OF THE BULLETINS published by the Grain Investigations Division of the Federal Bureau of Agricultural Economics since 1909 and of the mimeographed material prepared by them are available on application to that Division, Washington, D. C.



"THE FARMER'S CHURCH" IS NEW  
BOOK ON RURAL RELIGION.

"The Farmer's Church," by Warren H. Wilson, the third of the Century Rural Life Books edited by Dr. C. J. Galpin, has been published. It is a book of religious insight which interprets a situation and suggests a remedy. It is not, however, a book of methods. The book presents an analysis of the religion of the farmer and a plan of church work based upon service to all in the community.

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ALABAMA POTATO DEAL  
SUMMARY AVAILABLE.

A summary of the Alabama Potato Deal for 1924 prepared by J. D. Evers of the Federal Bureau of Agricultural Economics has been released and is available for distribution by the Bureau, Washington, D. C. It contains the usual information concerning shipments by stations, destinations, and prices. A comparison of shipments for 1923 and 1924 is given and the unloads for new potatoes in six markets during May and June, 1924, tabulated.

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THE APRIL CROP REPORT FOR MICHIGAN issued by the agricultural statistician of the Federal Bureau of Agricultural Economics and the State Department of Agriculture, takes up the intention to plant report in its relation to Michigan agriculture. An analysis of the state intentions and how they fit into the outlook for the nation is given.

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A FARM MANAGEMENT SURVEY is being made in Curry and Roosevelt counties, New Mexico. The Federal Bureau of Agricultural Economics and the State Extension Service are cooperating in this survey. In connection with the survey a number of farmers are becoming interested in keeping permanent accounts.

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FIELD WORK ON FARM MANAGEMENT SURVEYS has been completed for two areas in Delaware, according to C. A. McCue, Dean and Director of the Agricultural Experiment Station, and the results are being worked up for publication. One survey was made in the Seaford Area and the other in the Midletown Area of Delaware.

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THE PEACH GROWERS OF BRADLEY COUNTY, TENNESSEE, have organized a cooperative association to handle their peach crop this year. The objects of the organization are to produce and pack a standard product of high quality and to market their product in an expert way.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 13, 1925



## NEW HEAD OF PACKERS AND STOCKYARDS ADMINISTRATION APPOINTED

John T. Caine of Logan, Utah, has been named by Secretary of Agriculture Jardine as head of the Packers' and Stockyards' Administration of the United States Department of Agriculture, a position made vacant two months ago by the resignation of Chester Morrill. Mr. Caine was for a number of years head of the animal husbandry department and later extension director of the Utah Agricultural College, and during a leave period of one year did livestock work for the United States Department of Agriculture in the fifteen Western States. He comes to his new position with the Department from work in commercial livestock production.

The new administration head is a graduate of the Utah Agricultural College and also has a degree from the Iowa State College. He obtained experience on the home ranch in Utah, on ranches in Idaho, and has studied livestock problems in Great Britain and continental Europe. He will take up his duties with the Packers' and Stockyards' Administration within a few days.

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## PLANS BEING MADE FOR CROP REPORTS FROM PORTO RICO

Plans are being made by which crop reports from Porto Rico will be included as a regular part of the crop reporting service of the Federal Bureau of Agricultural Economics, according to W. F. Callander, Chairman of the Crop Reporting Board, who has just returned from Porto Rico.

Mr. Callander went to Porto Rico to arrange for a crop reporting service from the island. He found that the Insular Department of Agriculture and Labor was getting some data on sugar production, but that little was being done on other crops. The tentative plan of cooperation which has been drawn up and is being considered by the Commissioner of Agriculture and Labor for Porto Rico and by the U. S. Department of Agriculture provides for a representative of the Insular Department, familiar with the agricultural conditions on the island, to be designated to act as a special representative of the U. S. Department of Agriculture to gather and furnish to the Department at Washington, periodical reports on sugar, tobacco, cotton, grapefruit, oranges, and pineapples. A definite schedule of reports is being worked out.



WHAT THE STATES ARE DOING  
-----FARM MANAGEMENT EXTENSIONCONFERENCE HELD IN MIDDLE WEST

Twelve middle western states and one southern state were represented at the conference of farm management demonstrators, agricultural extension directors, and members of the United States Department of Agriculture Extension Service, held at Sioux City, Iowa, early in May.

The purpose of the conference was to discuss farm management extension plans and methods as related to such projects as farm accounting, utilization of timely economic data, community and county extension programs, various methods of extending the type of service to reach increasingly more people, and some measure of the results of farm management work.

Emphasis was placed upon such topics as the present needs and trends of farm management extension service, the importance of maintaining proper relationships with other subject matter workers, preparing research results for extension use, and methods of developing strong farm management programs for county and community needs. Among the recent developments in farm management extension has been a broadening of subject matter to better meet the farmer's farm management problems, to better aid the county agent in adapting his program to the changed economic conditions existing today and improvements in methods of extension to effectively reach the largest number of farmers.

F. W. Peck, Director of Extension in Minnesota, was chairman of the conference, and Ralph F. Tabor of Ohio was secretary. The proceedings of the conference will be made available for distribution in the near future.

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VIRGINIA MEETINGS PROMOTE INTERESTIN BETTER LIVESTOCK MARKETING

Good attendance and keen interest marked the livestock marketing improvement meetings recently held in Virginia, announces J. H. Meek, Director of the State Division of Markets.

Mr. James K. Wallace, Federal Bureau of Agricultural Economics spoke at some of the meetings on "How Quality Animals Brought the Best Price, and Ways and Means of Grading and Classifying." Mr. Meek announced that arrangements have been made for Mr. Wallace to assist shippers in grading their lambs at certain loading points. A number of counties have selected a representative livestock producer to serve on a permanent state committee to work out plans for the improvement of marketing livestock in Southwest Virginia.



FLORIDA STATE BUREAU SEES  
SELF AS SERVICE ORGANIZATION

The Florida State Marketing Bureau has just completed its eighth year of work. Commissioner L. M. Rhodes, commenting in the Bulletin of the Bureau on the work during the years of development, says in part: "There were four employees when the Bureau began operation, the personnel has since doubled. Besides we share quarters with two Government employees connected with the Federal-State shipping point inspection work in Florida. We have a leased wire over which Government-selected market data are transmitted pertaining to almost every crop in the state. From this material we extract special market news and relay it to several basic points in the state where, cooperating with the U. S. Department of Agriculture, a joint field station is maintained.

"This Bureau has assisted in establishing grades and in the standardization of Florida products, and through cooperation with the U.S. Bureau of Agricultural Economics has made shipping-point inspection service possible and available. It has enlarged its library of commercial rating agency books, covering dealers throughout the United States. On current crop plantings, acreage, yield, and conditions in Florida and competitive states the Bureau keeps a thoroughly authentic and revised file.

"In the above and many other ways the Bureau has served and developed and it would not have grown if it had not given service. Yet with this great increase of duties this Bureau has never been too busy to 'talk it over' with a visitor nor too busy to promptly and courteously attend to every matter given it. This is your Department, we are your servants and co-workers. Use us."

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NEW JERSEY PROMULGATES REGULATIONS  
FOR ROADSIDE MARKETS

A definite set of rules and requirements for standard roadside markets has been formulated and is now in effect in New Jersey. The State Bureau of Markets is responsible for the work.

Standardization of the roadside markets is entirely voluntary with the market owner. The State Bureau will make inspections and permit the inspected market to use the state standard sign upon application by the farmer conducting the market. An inspection fee of \$5 a year and a sign rental fee of \$4 a year for each sign has been set. Markets doing a business amounting to more than \$1,000 a year will pay an inspection fee of \$10. A penalty of \$100 is provided for misuse of any of the standard grade terms. Ten rules and requirements cover the Bureau's regulation of the standard markets.

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A TENTATIVE U. S. GRADE FOR SAWDUST-PACKED GRAPES has been worked out by the Federal Bureau of Agricultural Economics and the California State Department of Agriculture in cooperation.



TAXATION CHANGESMADE IN KANSAS

A portion of the program for tax revision in Kansas advocated by the Kansas State Agricultural College has been carried out by recent legislation, states W. E. Grimes, professor of Agricultural Economics at the College. An amendment to the state constitution permitting classification of intangible property and mineral products was adopted. As a result, the legislature provided for a mortgage registration fee of 25 cents on each \$100 in lieu of all other taxes; and a mill tax of 25 cents per \$100 of money and other intangibles. A gasoline tax of two cents a gallon for roads was also adopted. Nearly all the farmers' organizations, he says, joined the movement which was started by the College and has, in a short time, produced an important change in public opinion on taxation problems in the state.

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NEBRASKA AND NEW MEXICO HAVENEW COOPERATIVE LAWS

Nebraska and New Mexico have recently passed statutes providing for the incorporation of stock and nonstock cooperative associations. Each contains the usual provisions with respect to the propositions which shall be set forth in articles of association of organizations formed under them.

There are also some special provisions, in which it is apparent that the producers desiring to form an association under the statutes have great latitude and choice with respect to the provisions which may be covered in the charter of the organization. The statute of New Mexico is unique in that it provides a means by which a member, in the event of mismanagement or wrong-doing on the part of the association, may withdraw therefrom.

The Nebraska statutes are an amendment of the old cooperative law and a new nonstock law.

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GRADUATE STUDENTS ON FARM MEETINGPROGRAM IN NORTH DAKOTA

Part of the program prepared by the North Dakota Agricultural College for the Northwest Farm Managers' Tour to be held early in June, will be a discussion of their thesis topics by two of the graduate students in Agricultural Economics at the College. One topic is Cooperative Marketing as Applied to Renville County, North Dakota; and the other is Crop Insurance as Applied to North Dakota--Past, Present and Future. This is one method Professor Cap E. Miller of the North Dakota College is using to make the economic work of the College practical and of direct use to the farmers of the state.



NEW PUBLICATIONS  
-----STUDY OF NEW ZEALANDDAIRYING REPORTED

A report on the dairy industry of New Zealand, a study of foreign competition in dairying, made by Theodore Macklin of the University of Wisconsin has been published by the Federal Bureau of Agricultural Economics. The report was prepared for publication by P. F. Brookens of the Bureau.

Dr. Macklin went to New Zealand to make this study as a joint employee of the Federal Bureau of Agricultural Economics and the University of Wisconsin. A preliminary report is to be issued by the University and a more complete economic study published as a bulletin of the Wisconsin Experiment Station.

New Zealand as a source of competition in dairying and how it has developed the industry, how the foreign markets have been developed, their future policies and aims, the costs of production in that country, and other features of future interest to outside dairy communities are considered by Dr. Macklin. He gives detailed statistics on the output of dairy products in New Zealand, exports, costs, etc., in a series of tables.

This report was published in Foreign Crops and Markets. Copies are available on request to the Federal Bureau of Agricultural Economics, Washington, D. C.

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ANNUAL LIVESTOCK MARKET REVIEW FOR1924 PREPARED BY FEDERAL BUREAU

The annual livestock market review for 1924 has been prepared by H. M. Conway, of the Federal Bureau of Agricultural Economics. Beef cattle, hogs, sheep and lambs are discussed separately. Several graphs are included to show trends. Prices, movements, and influencing factors are considered.

"The general trend in a given year," the review states, "is frequently blurred and often entirely obscured by seasonal variations and abnormal conditions. The review emphasizes the variations during 1924, but attempts briefly to develop the general trend during the year and to show the relation of the year to the 'cycle'."

This mimeograph is available on request to the Federal Bureau of Agricultural Economics, Washington, D. C.



REPORT PUBLISHED ON PUSH CART  
MARKETS IN NEW YORK CITY

A preliminary report on the push cart markets in New York City has been prepared by Earl R. French of the Federal Bureau of Agricultural Economics, in cooperation with the Port of New York Authority. It is a part of the study of the terminal handling and distribution of fruits and vegetables in the Port of New York District, which is being made by the Federal Bureau and the Port of New York Authority.

The report covers the following main topics; purpose of the study, source of information, findings, open air markets in foreign countries; open air markets in New York City; general characteristics of the push cart markets; push carts as a marketing channel; operation of the market; vendors; purchases; volume of business; prices; sanitary conditions; supervision and control; recommendations, and a bibliography. In the appendix there is a copy of the questionnaire submitted to push cart vendors, a list of commodities sold in push cart markets; miscellaneous data concerning peddlers; new vendors entering the push cart trade; prices, and frequency distribution of push cart peddlers' gross weekly receipts. A number of tables and charts show specific data gathered during the study.

Among the many findings reported are that there are nearly 8,000 push cart peddlers in New York; that eleven per cent of all fruits and vegetables supplying New York are retailed through the push carts; that the fruits and vegetables purchased by the peddlers are, as a class, the smaller sizes, lower grades, and the deteriorated; that a considerable saving is effected by the peddlers through salvaging of poor conditioned produce; and that the fruits and vegetables sold on push carts are, with few exceptions, wholesome and suitable for human consumption.

Copies of this report are available on request to the Federal Bureau of Agricultural Economics, Washington, D. C.

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MORE REPORTS BY SMITH  
ON EUROPEAN APPLE MARKETS

An article on "Slack-Pack Barrels of American Apples in Export Markets," by Edwin Smith, representative of the Federal Bureau of Agricultural Economics, now studying fruit markets in Europe, is to be reprinted in pamphlet form by a West Virginia apple exporter and distributed to the apple growers in his territory.

New reports by Mr. Smith are F.S.: A-15, "Distribution of Apples Through Manchester" (April 20); F.S.: A-16, "Distribution of Apples Through Bristol" (May 5); and F.S.: A-17, "The Distribution of Apples Through Cardiff" (May 5).

These reports have been sent to marketing officials and extension directors in states producing apples for export. Copies are also available on request to the Federal Bureau of Agricultural Economics, Washington, D. C.



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STUDY OF RURAL VILLAGE IN UTAH  
MADE BY BUREAU AND UNIVERSITY

The Federal Bureau of Agricultural Economics and the Brigham Young University, Provo, Utah, have cooperated in the study of a rural community. The results have been published by the University under the title "A Social Survey of Escalante, Utah," by Lowry Nelson, Director of the Extension Division.

Divisions in the bulletin are the introduction; the historical and physical background of Escalante; some economics aspects of Escalante; the social structure; community institutions; significant aspect of the data; and the social efficiency of the agricultural village.

Copies of the bulletin are available on request to the Federal Bureau of Agricultural Economics, Washington, D. C.

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"DISEASES OF STONE FRUITS ON  
THE MARKET" IS NEW BULLETIN.

"Diseases of Stone Fruits on the Market" is Farmers' Bulletin No. 1435, United States Department of Agriculture, by Dean H. Rose, of the Federal Bureau of Plant Industry. The bulletin is based partly on publications of State and Federal inspectors and partly on information gained by six years of inspection at terminal markets by the Food Products Inspection Service of the Federal Bureau of Agricultural Economics. One of the features of this service is to show on the inspection certificate the name of the disease that occurs in the car or storage lot. With the name known, the principal facts regarding the disease from the market standpoint can be found in this bulletin.

This Farmers' Bulletin has been distributed to the official list. Copies may be obtained by request to the Office of Information, United States Department of Agriculture, Washington, D. C.

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EASTERN NORTH CAROLINA POTATO DEAL SUMMARIZED

The Eastern North Carolina white potato deal for 1924 has been summarized by R. L. Sutton and is available from the Federal Bureau of Agricultural Economics, Washington, D. C. It reviews the potato season for the district centering around Elizabeth City which is the largest loading station in the state.

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THE WEEKLY MARKET BULLETIN OF THE NEW HAMPSHIRE BUREAU OF MARKETS celebrated its fifth birthday on April 1. It is still growing in interest and value to its readers.



SOUTH CAROLINA POTATO DEAL SUMMARIZED

The South Carolina Potato Deal for 1924 has been summarized by W. J. Bertush of the Federal Bureau of Agricultural Economics. Carlot shipments by points of origin and destination are summarized in tables. Yields are reported. Comparisons with other seasons are included. Copies are available on request to the Federal Bureau of Agricultural Economics, Washington, D. C.

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GEORGIA PEACH DEAL REVIEWED

A review of the 1924 Georgia peach deal has been prepared by V. D. Callanan of the Federal Bureau of Agricultural Economics. It gives statistics of shipments, destinations, prizes and other features of the deal. A new plan of distribution which was tried during the season is explained.

Copies of the deal are available on request to the Federal Bureau of Agricultural Economics, Washington, D. C.

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## NOTES

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ALABAMA APPOINTS HAY INSPECTION SUPERVISOR

A cooperative agreement by the Federal Bureau of Agricultural Economics and the Agriculture and Industries Department of the state of Alabama for the shipping point inspection of hay has been completed and Mr. O. D. Russell, of Alabama, appointed supervisor. He will have general charge of the shipping point inspection on hay in Alabama. It is expected that a school for training local inspectors will be held in the state at an early date.

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STATE DIRECTOR OF AGRICULTURE  
APPOINTED IN WASHINGTON STATE

Erle J. Barnes of Yakima, Wash., has been appointed to the position of Director of Conservation and Development and Agriculture for the State of Washington, effective April 20. It is the intention of the Governor to combine the Department of Conservation and Development with that of Agriculture. The inspection Department in the State will be under Mr. Barnes' control.

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AT THE STATE GRADE CONFERENCE held in Portland, Oregon, during April, the apple and pear grades for the state of Oregon were revised.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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May 20, 1925

Vol. 5, No. 20

## STRONG STAFF OF SPEAKERS ANNOUNCED BY INSTITUTE OF COOPERATION FOR SUMMER SESSION

A strong staff of lecturers has been announced by the American Institute of Cooperation for its first summer session to be held at the University of Pennsylvania, July 20 to August 15. Nationally known authorities on the various phases of cooperation and some speakers from abroad have already agreed to take part in the discussions. Secretary of Agriculture, William M. Jardine, and Secretary of Commerce, Herbert Hoover, will both speak during the opening week. Other men from the United States Department of Agriculture who are on the program are C. W. Warburton, Director of Extension; Dr. H. C. Taylor, Chief of the Bureau of Agricultural Economics; L. S. Tenny, Assistant Chief of the Bureau; Chris Christensen, head of the Division of Cooperation of the Bureau; H. S. Yohe, head of the Warehouse Division, and A. V. Swarthout, of the Bureau.

Foreign authorities who are expected to be at the session include Sir Horace Plunkett, founder of the cooperative movement in Ireland and its moving spirit for half a century; Karl Walter of London, who has recently made a survey of the cooperative movement in the British colonies; Professor C. R. Fay of the University of Toronto, Canada, Professor O. H. Larson of the Royal Agricultural College, Copenhagen; and Soren Sorenson, Agricultural Attache of the Danish Legation in Washington.

Credit problems of cooperative associations will be handled from the viewpoints of both borrowers and lenders. Sales problems and policies will be discussed by men who have made a success of this part of cooperative work. The development, theory, application and forms of cooperative organization will be discussed by noted teachers and workers. Other subjects which will be discussed by well-known men are present problems of cooperative organizations; accounting problems; developing efficient employees; relation of farm organizations to cooperative marketing organizations; and legislative foundations.

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A STUDY OF THE COST OF MARKETING MASSACHUSETTS APPLES based on the 1923 crop made by Miss Lorian P. Jefferson of the Massachusetts Agricultural College, was reported by her at the annual meeting of the Massachusetts Fruit Growers' Association. It received favorable comment from the fruit men. The results will probably be published as a bulletin by the College.



## WHAT THE STATES ARE DOING

NORTH CAROLINA STATE BUREAU OF MARKETS  
OUTLINES SERVICE IN LETTER TO FARMERS

An outline of the various services which the North Carolina State Division of Markets is prepared to render the farmers of the state was given in a recent letter by George R. Ross, Chief of the Division, to more than six thousand farmers who are members of the Farmer's Union and the Tobacco and Cotton Cooperative Associations. This is an effort by the Division to get farmers acquainted with the work so that they will make practical use of the services offered.

"The North Carolina Division of Markets is seeking," Mr. Ross said, "to render the farmers of the state a practical service in the marketing of their various products. Obviously the only feasible way to do this is through groups of farmers so that it is necessary for the farmers who desire service from this division to organize for the marketing of certain products as livestock, poultry and eggs, etc., or perhaps a general organization for farm products.

"The North Carolina Division of Markets has for its general aims:

"1. To render the farmers throughout the State every practicable service in the marketing of their products through the organization of marketing associations; instruction and assistance in the preparation of products for market; through shipping point inspection and the issuance of certificates as to grade and quality; and through the distribution of marketing news.

"2. To assist the farmers in their financial problems, especially in the matter of production credits.

"3. To organize purchasing groups where there is a need and desire for such in individual communities. Where such groups are well organized and well conducted, it is possible for them to effect large savings in the purchase of fertilizers and supplies.

"4. Upon application of a group of ten or more farmers it would be possible for the Bureau to send an expert to the community to help work out a general marketing system for the community based on the kind and quality of products."

The Bureau has the following special branches: livestock and poultry, fruits and vegetables, general farm crops, farm financing, and market news.

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WISCONSIN SETS STANDARD  
FOR GUERNSEY MILK

Forbidding the false representation of milk as Guernsey milk, the Wisconsin State Department of Markets has issued a general order prescribing the requirements for Guernsey milk and condemning as unfair competition the sale of any product as Guernsey which does not come within the definition.

The Department finds, according to their statement, that there is a generally accepted conception in the trade as to what Guernsey milk is and that it is recognized as a distinct type.



STANDARDS FOR COTTON TARE  
ADOPTED AT CONFERENCE.

Standard specifications for bagging and ties used on baled cotton by the gins were adopted at a conference of cotton shippers and manufacturers of bagging and ties held at the Department of Agriculture at Washington, on May 18. This action paves the way for a standard cotton tare of 21 pounds in place of the irregular tare now in use.

It was resolved at the meeting, which was called at the request of the American Cotton Shippers Association, that the bagging manufacturers adopt bagging weighing two pounds per yard as the standard to be used in covering uncompressed cotton at the time of ginning. Use of two-pound bagging will be general after this year through the agreement of the bagging manufacturers with the Department of Agriculture not to manufacture other than the standard bagging for stock after 1925. It was also stated to be the sense of the meeting that it is preferable for standard bagging to be cut in three or six-yard lengths. This provision practically establishes twelve pounds of bagging to the bale. A similar resolution was adopted with regard to the ties used in binding the bales, the standard agreed upon being ties weighing 45 pounds per bundle of 30 pieces, including buckles.

The Tare Committee representing the American Cotton Shippers Association went on record as saying that the Association would undertake an extensive educational campaign looking toward the changing of trading rules to conform with the standards adopted for bagging and ties. It is considered that the action taken by the conference paves the way for the sale of cotton on net weight basis.

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MARKETS TO BE DEVELOPED  
IN NEW JERSEY CITIES.

The New Jersey Bureau of Marketing is developing the city markets in the state with growing success. They report that the City of Camden has agreed to cooperate with the New Jersey Bureau of Markets to establish and operate Camden's wholesale and retail produce markets. Mr. Charles C. Cook, Rutgers College graduate and for the past two years connected with the Inter-State Dairymen's Association, has been appointed as city marketing director. He was also a federal-state shipping-point inspector for a time.

The City of Trenton will continue its marketing program this year in cooperation with the Bureau and Mr. Arthur Mayo is preparing to take up the work as city marketing director in June. Mr. Mayo is a graduate of Pennsylvania State College and has had experience in f.c.b. federal-state inspection work.

The City of Burlington has also adopted the Bureau's city marketing program for its three-day-a-week wholesale market.



MANY FIRMS USE FEDERAL EGG INSPECTION.

The demand for Federal inspections of eggs is growing among commercial firms in New York City. The charge in New York is at the rate of \$2.00 per hour. Among the firms and units of the government using the service are: U. S. Navy, U. S. Marine Corps, U. S. Public Health, U. S. Veterans Bureau, U. S. Lines, Munson Steamship Line, Panama Steamship Line, Bull Steamship Line, United American Steamship Line, New York Allied Hospitals, Childs Restaurants, Panama Railroad, Long Island Railroad, Dollar Steamship Line, and the United States Shipping Board.

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DISCUSSIONS FOR DAIRY MEETINGSPREPARED BY OHIO ECONOMISTS

A series of meetings are being held by county agents in Ohio in sections where dairying is of importance. Outlines of subject matter for meetings in butter producing sections and in whole milk sections have been prepared by the Farm Management Demonstrator and the Agricultural Economics Department of the State College of Agriculture and are furnished to the agents.

These outlines cover the current information on the dairy situation both at home and abroad so that the local man can apply it to the immediate problems of his community. This work is in line with the application of timely economic information to local conditions which was worked out in Ohio on hogs last fall and has been used to help solve other agricultural problems.

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MASSACHUSETTS COLLEGE GIVES ACCOUNTING COURSE

The Massachusetts Agricultural College offers this year for the first time a course in Business Accounting given by the Department of Agricultural Economics. The course was primarily planned to give the students a knowledge of the essentials of accounting which includes planning accounting systems for cooperative organizations of various kinds, and also for other comparatively simple business organizations, such as milk plants, in which farmers might be interested.

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CLASS STUDIES COOPERATION PROBLEMS

A study of specific management and organization problems of cooperative associations in South Dakota is being made by the class in Cooperative Management at the State College of Agriculture. First-hand data in connection with these problems has been secured through the cooperation of county agents and extension specialists. When the problems have been discussed and analyzed, a summary of the conclusions of the class is sent to the county agent furnishing the material.



## NEW PUBLICATIONS

SHIPMENTS AND UNLOADS OF CERTAIN FRUITS  
AND VEGETABLES REPORTED IN STATISTICAL BULLETIN

Statistics on the shipments and unloads of nine important fruits and vegetables have been compiled by the Federal Bureau of Agricultural Economics and published as United States Department of Agriculture Statistical Bulletin No. 7, "Shipments and Unloads of Certain Fruits and Vegetables, 1918-1923".

The commodities on which data are given are apples, cabbage, cantaloupes, celery, onions, peaches, potatoes, strawberries, and tomatoes. Figures are given in tabular form for carlot shipments by states of origin; carlot unloads by states of origin; five-year average carlot unloads by states of origin; carlot unloads by cities; and summary of the unloads and shipments. Reports are shown by months and years.

The unloads are given for twelve important markets; New York, Chicago, Philadelphia, Pittsburgh, St. Louis, Cincinnati, St. Paul, Minneapolis, Kansas City, Washington, Cleveland, and Detroit.

This bulletin has been sent to libraries, state commissioners of agriculture and marketing officials. It is available on request to the Division of Information, United States Department of Agriculture, Washington, D. C.

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PROPOSED CLASSES FOR TOBACCO  
TYPES MADE BY FEDERAL BUREAU

A proposed classification of types of tobacco has been worked out by the Federal Bureau of Agricultural Economics. The object is to establish a system of type classifications which can be followed by all Departments of the Government in making reports on tobacco. The departments of Commerce and Agriculture are cooperating in this movement.

A list is prepared of 27 types of tobacco instead of the many trade names now in use. Copies of these proposed classes are available from the Federal Bureau of Agricultural Economics, Washington, D. C. The Bureau asks that those interested in tobacco make suggestions and criticisms on these proposed classifications.

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ADDITIONAL REPORTS NOW AVAILABLE, ON FOREIGN FRUIT MARKETS by Edwin Smith, Bureau of Agricultural Economics, who is working in Europe are F.S.: A.-18, "The Distribution of Apples Through Hull." (May 8); and F.S.: A.-19, "The Distribution of Apples Through Newcastle-on-Tyne." (May 8). Copies of these reports are available on request to the Bureau, Washington, D. C.



MARGINS AND COSTS OF MARKETING  
IN NEW YORK STUDIED

Some facts about margins and costs of marketing fruits and vegetables in the Port of New York District have been published as a part of the study being made of the handling of supplies in that city. It was prepared by the joint marketing research staff, W/ P. Hedden, research agent. The work is cooperative by the Federal Bureau of Agricultural Economics and the Port of New York Authority.

Divisions in the publication are the cost of city distribution, why trucking costs are high, terminal handling only one element in distribution cost; the consumer pays for credit and delivery, and the question whether consumers should buy in larger quantities at a time. Photographs illustrate the points emphasized by the study.

Copies of this publication are available on request to the Federal Bureau of Agricultural Economics, Washington, D. C.

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LIST OF AGRICULTURAL WORKERS IN THE  
STATES PUBLISHED BY FEDERAL DEPARTMENT

A list of workers in subjects pertaining to Agriculture in state agricultural colleges and experiment stations for 1924-25 has been prepared by the United States Department of Agriculture. It is published and distributed by the Office of Experiment Stations as Miscellaneous Circular No. 34. Copies are available from the Office of Information, United States Department of Agriculture, Washington, D. C.

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BOOK OUT ON AMERICAN VILLAGES

"A Census Analysis of American Villages," is a recent book on a study of the 1920 census data for 177 villages scattered over the United States. It was written by C. Luther Fry. It discusses villages in the four sections of the United States, Middle Atlantic, Southern, Mid-Western, and Far Western.

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THE MISSOURI MARKETING BULLETIN put out by the State Marketing Bureau carries a considerable amount of economic and marketing news and information of interest to the farmer. Material from the United States Department of Agriculture adapted to state conditions is freely used as well as the state information from various sources.

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A LIST OF THE PRINCIPAL CITIES to which vegetables are shipped from the state with the varieties of beans preferred by each is given in a recent issue of the "For Sale, Want and Exchange Bulletin" published by the Florida State Marketing Bureau.



"TENURE AND FARM INVESTMENT IN  
NEBRASKA" IS STATION BULLETIN

A bulletin on "Tenure and Farm Investment in Nebraska" by J. O. Rankin has been published by the Nebraska Station.

"The new facts presented in the study," the author states, "were obtained by a series of surveys in certain areas. In each area an extended study was made comparing owners with tenants in many phases of their economic and social well-being. This bulletin presents only those portions of the data which indicate the amount and kind of investment being operated by farmers of the different tenure groups. They deal with the investment per farm or per hundred acres operated by farmers, whether the property listed is owned or rented by the farmer." The data were gathered in the summer of 1920 mainly as of March first, 1920. Most of this work was in cooperation with the Federal Bureau of Agricultural Economics. Some portions are based in part upon a survey made in cooperation with the Interchurch World Movement.

Sections in the publications are investment per farm; real estate investment; acreage per farm and percentage tilled; livestock; implements, machinery and vehicles; operating funds, supplies and growing crops; equipment per hundred acres; tillage implements and work stock; value per animal; animal units per farm; animals per farm, 1870-1920.

This bulletin is published and distributed by the Agricultural Experiment Station, University of Nebraska, Lincoln, Nebraska.

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SURVEY OF ONION GROWING SECTION  
IN IOWA REPORTED BY COLLEGE

A striking example of crop specialization and intensive culture in Iowa in contrast to the typical corn belt farming which prevails in the state has been studied and the results reported by the Agricultural Experiment Station, Iowa State College, in Bulletin No. 225, "A Study of the Onion Industry in Pleasant Valley, Iowa," by A. T. Erwin and W. L. Harter.

The report includes a study of the cultural practices, the problems of disease and insect control, cost of production, marketing, tenure, and the seasonal distribution of labor for onion production in this section of the State. About 500 acres in the section are devoted to onions on farms averaging about ten acres in size. The industry started early in the agricultural development of the state. The history is outlined, physical features of the country described and a discussion of the onion industry in Iowa in relation to that of the rest of the United States given. Local practices, costs, methods of disposing of the crop, labor, farm organization and other management details are outlined. There are a number of tables and graphs showing details of the industry.

This bulletin is published and distributed by the Agricultural Experiment Station, Iowa State College, Ames, Iowa.



## NOTES

KANSAS PUBLICATION COMPLETES YEAR  
OF SERVICE WITH GROWING POPULARITY

"The Kansas Agricultural Situation," a monthly publication prepared by the department of agricultural economics and the extension service of the Kansas Agricultural College, has completed its first year. It has grown from a set of mimeographed notes to a formal printed publication and is proving quite popular among Kansas farmers and business men. According to Professor W. E. Grimes of the College, this monthly summarizes the principal factors affecting market conditions for the products commonly grown in Kansas, and indicates the probable trends during the next thirty days or more.

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THE SPECIAL RELEASES ON UNLOADS OF PARTICULAR COMMODITIES in Pennsylvania cities which the State Bureau of Markets has been furnishing to certain papers are receiving wide publicity. These stories are sent to a limited list of farm and trade papers and to state newspapers. As some of the farm papers using them go outside the state, this gives the reports an extended circulation.

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THE NEW YORK STATE COLLEGE OF AGRICULTURE is publishing their farm account books in regular bulletin form. "How to Keep an Account with a Crop," "How to Keep a Poultry Account," and "How to Keep a Cash Account on a Farm," are titles of some of the books which they have published. Each one contains directions for keeping the account as well as the forms for the actual figures.

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A COMPREHENSIVE BULLETIN ON AN AGRICULTURAL PROGRAM for South Dakota is being prepared by a committee of college men. Members of the committee are the President of the College; the Dean of the Agricultural College; the Director of Extension; M. R. Benedict, Professor of Agricultural Economics; and R. H. Roger, Farm Management Demonstrator.

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TENTATIVE FIELD RHUBARB GRADES have been adopted for use at Sumner, Washington, this season. Grades for hothouse rhubarb were used at this point during the winter season. A different set of grades has been prepared for the outdoor crop.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



May 27, 1925

Vol. 5, No. 21

## WITHDRAWALS FROM UNIVERSAL COTTON STANDARDS AGREEMENT CANCELLED.

The Liverpool Cotton Association cancelled its notice of withdrawal from the universal cotton standards agreement and has signed the supplemental agreement providing for the use of the universal standards, according to advices from Dr. H.C. Taylor, Chief of the Federal Bureau of Agricultural Economics who is now in Europe. The Federation of Master Cotton Spinners Associations, Manchester, has also cancelled its notice of withdrawal from the agreement and will sign the supplemental agreement.

Amendments looking towards the legalization of the agreements and various suggestions to insure the smooth working of the whole scheme were unanimously approved at a conference of the signatories to the agreement held at London, May 20. The proposal providing for a two-year standard instead of requiring that the standard be prepared annually was also unanimously approved, and it was agreed that the next meeting for the preparation of key sets be held in March, 1927. The London conference was held at the American Embassy with Doctor Taylor as chairman.

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## VIRGINIA TO OFFER GRADING SERVICE ON SPRING LAMBS

Virginia lamb producers are to have an opportunity to try out shipping-point grading of their lambs this season. A cooperative agreement has been completed between the Federal Bureau of Agricultural Economics and the Virginia State Division of Markets, by which James K. Wallace of the Federal Bureau will spend several weeks in that state grading lambs at shipping points. The service will be furnished at the request of the shippers and they may have the lambs graded or not as they wish. The work is planned to provide a practical tryout of the shipping point grading system for spring lambs, as well as to conduct demonstrations in practical lamb marketing by grades or uniform quality.

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That the official United States wool grades will be made the official standards for the state of Texas is assured according to the Warehouse and Markets Division of Texas.



## FEDERAL BUREAU ACTIVITIES

FEDERAL BUREAU WILL ISSUE TENTATIVE  
STANDARDS FOR COTTON LINTERS

Final steps looking towards the issuance of Federal grades for cotton linters as tentative standards for use during the coming crop season, are being taken by the Federal Bureau of Agricultural Economics. A market news service of f.o.b. prices on linters will also be established by the Bureau on September 15, 1925.

The tentative standards for linters will be in use one year, pending the establishment of the grades under the Cotton Standards Act. This will constitute a trial period for the grades in which to test their practicability and to make any changes which may be found desirable.

The tentative standards include seven grades put up in boxes similar to those used in the preparation of standard cotton grades. Each box contains twelve samples, the linters produced in each section of the cotton belt being represented by four samples. The variations in the samples representing each grade show the variations usually found in baled linters.

The market news service will consist of the issuance of price quotations on linters on the basis of the Federal grades from the Department's offices at Charlotte, N.C.; Atlanta, Ga.; New Orleans, La.; Memphis, Tenn.; and Houston, Texas.

These tentative grades for cotton linters prepared by the Federal Bureau of Agricultural Economics were unanimously approved by the Interstate Cottonseed Crushers Association at their convention in New Orleans recently. Preparation of standards was undertaken by the Bureau in response to a resolution adopted by the association last year.

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COTTON CLASSING SCHOOL  
PREPARES MEN FOR LICENSES

As part of the campaign to familiarize cotton classers throughout the South with the universal standards, the Federal Bureau of Agricultural Economics is working with cooperative associations and agricultural colleges in training men for this work.

A three-weeks course in grading was recently given in Memphis, Tennessee, by George Butterworth of the Bureau, for the benefit of classers employed by the American Cotton Growers Exchange. These men were from all parts of the cotton belt. Nineteen men attended the course, took the examination and qualified for classers' licenses under the Cotton Standards Act. Heretofore only about one out of a hundred who took this examination have been given licenses.

Special courses in cotton classing are to be given at a number of State Colleges of Agriculture during the next few months.



## WHAT THE STATES ARE DOING

NEW PENNSYLVANIA LAWS AFFECT  
AGRICULTURE OF STATE

Pennsylvania has a number of new laws affecting agriculture which are summarized by the State Department of Agriculture in the Weekly News Bulletin published by that Department.

Persons weighing and sampling milk and cream for the purpose of determining the amount of butterfat, the same as those making the test, must be licensed and certified according to the provisions of one of the acts. This act also provides that every agency receiving, buying and paying for milk or cream regardless of the method of settlement, is required to hold a permit for each place where milk or cream is received by weight or measure. The law does not apply to individuals buying milk or cream for private use or to producers buying milk in emergencies to make up their regular supply or to eating houses.

Serving of milk for drinking purposes in hotels, restaurants, lunch rooms and dining cars is regulated by another law. The provisions of this act are as follows:

"1. Milk for drinking purposes must be served in the bottle in which it is supplied to the eating place, it being unlawful to serve milk to patrons from a bulk supply.

"2. The milk served must comply with the standards fixed by the laws of the Commonwealth.

"3. The law does not prohibit the purchase of milk in bulk for uses other than for serving patrons for drinking purposes.

"4. The law does not prevent the sale or serving of cream, skimmed milk or butter milk from bulk if the same is pure and wholesome.

"5. The law does not apply to the sale of mixed drinks at soda fountains.

"6. Anyone violating this law is subject to a fine of not less than \$25 nor more than \$50 or imprisonment of not less than 30 days and not more than 90 days or both.

"7. The law will go into effect May 25, 1925."

Stealing farm property is made a larceny in Pennsylvania by a new law. The legal weight of a bushel of apples is changed from 48 to 45 pounds according to another act.

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AMERICAN APPLES POPULAR IN EGYPT.- Superiority in grading, quality and pack have made American boxed apples well known in Egypt, according to R. A. May, American Trade Commissioner at Alexandria. The fruit is said to be preferred to cheaper supplies received from Italy, Turkey and Greece. Supplies from Australia offer keenest competition but were very light during 1924.



MARYLAND DEPARTMENT OF MARKETS  
ESTABLISHES MARKET NEWS LETTER

A "Market News Letter" has been started by the Maryland State Department of Markets. In the introduction to the first issue, F.B. Bomberger, Chief of the Department, outlines the scope and object of the publication as follows:

"In order that the farmers and other persons interested in the marketing of farm products may be kept advised concerning conditions prevailing on the markets open to Maryland grown farm products and the activities of the State Department of Markets in connection with marketing problems arising within the state, a Market News Letter will be issued periodically by the State Department of Markets beginning with this issue.

"The News Letter will contain market news relating to current prices for farm and live stock products, available supplies, movement to market, etc. and in addition, timely articles relating to new or unusual developments in the marketing field, either within the state or beyond its borders.

"The purpose of the "Market News Letter" is to furnish to grower, shipper, handler or consumer of farm products reliable information concerning all phases of the marketing problem as they affect their respective interests.

The "Market News Letter" aims to perform a real service to the people of the state. With this end in view, constructive suggestions having for their object the improvement of marketing conditions in the state are cordially invited.

The "Market News Letter" will be issued free of charge to residents of the state applying for it."

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EFFICIENT FARMERS, PRODUCTION AND  
MARKETING IS STATE DEPARTMENT AIM

The West Virginia Department of Agriculture gives the purpose of the official publication in a recent issue, by saying: "It is the aim of the Department of Agriculture to make the Weekly Market Bulletin helpful in the promotion and development of West Virginia Agriculture especially along the line of marketing.

"Production of a high grade product is one of the first essentials to successful farming and is so closely related to marketing that there is no clear line of demarcation. In other words before we can have efficient marketing we must have efficient production and before we have efficient production comes efficient farmers. Realizing the close relationship of these various agricultural problems and believing that we need to study our problems more, we have been and will continue to publish in this bulletin such articles as we believe will be helpful along these lines."

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THE COMPULSORY POTATO GRADING LAW IN NEBRASKA has been repealed. This leaves grading and inspection an optional matter for Nebraska growers and shippers.



NEW JERSEY STARTS PUBLISHING  
STATE ECONOMIC REVIEW

"Monthly Economic Review of New Jersey Agriculture" is a mimeographed summary of agricultural conditions affecting that state which has just been started by the Extension Service of New Jersey. It will be prepared by a board of editors.

The first issue gives the following summary of the purpose and field of the publication:

"The Monthly Economic Review of New Jersey Agriculture will be published monthly as near the 15th of the month as is possible. The Board of Editors, Mr. Harry B. Weiss, Chief of the Bureau of Statistics and Crop Estimates, Mr. W. Frank Knowles, Extension Specialist in Agricultural Economics, and Professor Henry Keller, Jr., of the Department of Agricultural Economics, will attempt to give to the county agents and extension specialists such economic information of New Jersey and the country at large as will be of interest to them in their work. A large part of the information is gleaned from releases sent out by the United States Department of Agriculture, and periodicals published not only by the Department of Agriculture, but also by institutions such as banks and banking service institutions that are concerned with the economic conditions of today. Often the items are quoted verbatim, and in such cases the source will be mentioned."

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PENNSYLVANIA STARTS PUBLICATION  
FOR COOPERATIVE ASSOCIATION OFFICIALS

A monthly publication for cooperative association directors and managers has just been started by the Pennsylvania State Department of Agriculture. It is called "Keystone Cooperation."

"Keystone Cooperation" is to be sent to county agents and other farm leaders as well as to officials of cooperative associations. The first issue has created a great deal of interest, reports the editor.

The purposes which it is hoped this pamphlet will serve, as stated in the first issue, are to make available those experiences in cooperation which will aid managers and directors of other associations; to encourage better accounting, so that the relative efficiency of associations of similar character can be determined and ways for improvement pointed out; to discuss the numerous legal questions which are of immediate interest to cooperatives; and to report developments of current interest among cooperatives in Pennsylvania.

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THE TENDENCY OF THE FRENCH GOVERNMENT IN MARKET REGULATIONS is to favor increasing the number of small dealers. In the meat trade, for example, there are already thousands of small local buyers, butchers and retail shops which are favored by the regulations.



## RESEARCH

ORCHARD COSTS BEING  
STUDIED IN ILLINOIS.

A study planned to find the cost of developing orchards is being started this year by the Illinois College of Agriculture reports H.C.M. Case, in charge of the Department of Farm Organization and Management. A special Horticultural Cost Account Book has been worked out to be used in this project.

The accounts are now being kept by about 100 orchardists on some particular block of trees of the same age. It is expected that by keeping these records on a large number of orchards of different ages for two or three years, an accurate picture of the cost of orchard development under present conditions will be obtained.

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SEVEN MAIN LINES FEATURE CALIFORNIA STUDIES

Seven main lines of investigation are being carried on by the Division of Farm Management of the California College of Agriculture, states R. L. Adams, Professor of Farm Management.

They are collecting data concerning standard day's work for various farm operations; studying the current cost of farm equipment; and preparing information on the prices now being paid for farm labor. Other studies are the present cost of materials used in the production of farm crops and the handling of livestock; unit cost factors in crop production and live stock handling; the economic situation as it affects the sugar beet industry; and the costs of almond production in California.

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STUDY OF NEW ENGLAND APPLE INDUSTRY PLANNED

A study of the apple industry in New England will be started this summer according to plans discussed by the New England Research Council and the Directors of New England Experiment Stations at a meeting held in Boston recently. An analysis of the production and distribution problems of the apple producers in New England is the object of the study. Work in the various states will be coordinated through a central committee.

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A SHORT COURSE ON COMMERCIAL GRAIN GRADES recently given at the Oklahoma A. & M. College was attended by 20 students from the college and two country elevator managers. Special interest was shown in the wheat classification work.



TEXAS STUDYING COOPERATIVE ORGANIZATIONS

The Division of Farm and Ranch Economics of the Texas Agricultural Experiment Station is making a study of organizations for the cooperative marketing of agricultural products in Texas. The object of the study, according to L. P. Gabbard, Chief of the Division, is to gain a better idea of what is being done and how it is being done. A better understanding of the underlying causes for the successes and failures will be helpful in future work.

PUBLICATIONSNEW YORK TERMINAL REQUIREMENTS  
DISCUSSED IN PUBLICATION

A study of the handling and distribution of fruits and vegetables in the Port of New York district, made cooperatively by the Federal Bureau of Agricultural Economics and the Port of New York Authority, has been published under the title, "Produce Terminal Requirements in the New York Area". It was prepared under the direction of W. P. Hedden, Research Agent.

"Direct trading with the producer is impossible to any considerable degree", the bulletin states, "because of the geographical remoteness of both producer and consumer from the primary market, and because of the specialized large-scale output of the modern producer as contrasted to the generalized, small unit purchases of the consumer. The market need of the New York area today is a well-planned system of wholesale and terminal facilities."

Subjects discussed in the bulletin include the importance of fruits and vegetables at produce terminals; what carriers will serve the produce terminals; centralization or decentralization of the terminals; and terminal design.

Copies of this publication are available from the Federal Bureau of Agricultural Economics, Washington, D. C.

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INDEX OF ECONOMIC CHARTS, MAPS AND GRAPHS

Charts, maps and graphs on economic subjects, prepared by the Federal Bureau of Agricultural Economics, have been listed in an index which has been distributed to Farm Management Demonstrators, and economic workers. Photographic copies of charts will be supplied to extension workers at cost.

For county agents, selected charts, together with suggestions for their use in extension work, will be published with "The Agricultural Situation" beginning July first.



REPORT ON DEVELOPING FARMS IN  
WESTERN SOUTH DAKOTA PUBLISHED

A preliminary report on "Studies in Developing Farms on Western South Dakota Ranges" for the years 1921, 1922, and 1923, by C. G. Worsham has been published cooperatively by the South Dakota State Department of Agriculture and the South Dakota College of Agriculture.

The farm business is analyzed, taking up such items as receipts, expenses, value of family labor, farm income, size of farms and value per acre, land rent, sources of income, and livestock and crops. Thirteen tables give detailed figures on the various phases studied. In his explanation of the work, Professor Worsham says "With a view to getting at the facts of the farm business in areas given over quite generally to farming west of the Missouri River, a farm business survey was begun in January, 1922. Field men personally visited farmers in Jones County and secured complete business records for 1921. The survey was repeated for the year 1922 and records were secured for 1923. It is proposed to continue the survey until at least five years records of the farm business have been obtained in succession from sixty to seventy-five representative farmers in Jones County." This report was published and distributed cooperatively by the State Department of Agriculture, Pierre, South Dakota, and the South Dakota State College of Agriculture, Brookings.

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HAY AND FEED STATISTICS PUBLISHED

"Hay and Feed Statistics" for the year ended December 31, 1924, with comparable data for earlier years has been published by the Federal Bureau of Agricultural Economics as statistical Bulletin No. 11. The bulletin is made up of tables covering, for hay, the acreage, yield per acre, production, farm stocks, receipts, shipments, exports and imports, and prices paid to producers. Hay and straw market prices and feed market prices are tabulated. The prices paid by farmers for bran and cottonseed meal are shown and the tonnage and freight rates on these commodities given.

This bulletin has been sent to the official list. Copies are available on request to the Office of Information, United States Department of Agriculture, Washington, D. C.

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SUMMARY OF IDAHO AND OREGON POTATO DEAL OUT

The Southeastern Idaho and Eastern Oregon early potato deal for 1924 has been summarized by G. D. Clark of the Federal Bureau of Agricultural Economics. The usual tables on points of destinations, prices, etc., are included. A special table gives the freight and icing charges to important markets.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 3, 1925

Vol. 5, No. 22

## SURVEY BEING MADE TO DEVELOP AGRICULTURAL PROGRAMS IN LOUISIANA AND SOUTHERN MISSISSIPPI.

A study of the production, marketing and consumption of farm products in Louisiana and southern Mississippi is being made by the Federal Bureau of Agricultural Economics cooperating with the Louisiana State University, the Mississippi Agricultural and Mechanical College, the New Orleans Association of Commerce, and other public agencies, to furnish an economic basis for agricultural production and marketing programs in that section.

The survey is the most extensive of its kind in which Federal and State agricultural and commercial agencies have cooperated, all of Louisiana and part of Mississippi being included.

Special consideration will be given in the study to dairying; poultry raising; general livestock; feed crops, including corn, oats and forage; cotton; rice; cane, and truck crops including fruits and vegetables. The work will include also a study of city marketing and consumption, farm home improvement, general farm organization and management, farm finance and credit, and tenantry. Active work on the farm phases of the survey will begin shortly after June 1, the project to be completed by October or November of this year. A survey will be made of the production of farm products, the factors involved in profitable production, the marketing structure and preparation of products for market, and of the present and potential markets for products grown in Louisiana and southern Mississippi.

A detailed survey of the consumption of farm products in New Orleans and within the state as a whole will be made to determine how local producers are meeting present consumption requirements as to quality, quantity and reasonable supply, and whether improvements can be made in methods of distribution.

Studies will be made also of markets outside the area to which surplus products are being shipped to determine how local producers are meeting these market requirements.

The several phases of the study are to be brought together in final reports for each commodity or group of commodities, and interpretations of the surveys, summaries, and definite suggestions will be prepared for the guidance of individual producers and the various agencies interested in agricultural improvement in the areas covered.

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## WHAT THE STATES ARE DOING

RESULTS OF FARM ACCOUNTSRETURNED TO ILLINOIS FARMERS

The farmers who are keeping farm accounts in cooperation with the local Farm Bureaus and the State College of Agriculture in Illinois are sent a summary report of the findings of the year by which they can judge the relative efficiency of their organization, states H.C.M. Chase, in charge of the Department of Farm Organization and Management in the College. County and area reports are being prepared on 16 different areas in the state this year.

These reports, which are mimeographed and contain several pages, explain how the general results may be used by the individual farmer. A summary of the results on groups of the most profitable and the least profitable farms is discussed. Tables show in detail the costs, income and other items on the farm of each individual contrasted with the same items for the average of all the farms keeping accounts in that area, the most profitable farms, and the least profitable ones, shown in parallel columns. Another table shows the average for the area or county on a number of items which affect the profits, such as yields per acre of important crops, returns per \$100 invested in livestock, labor costs, expenses, etc. This is for comparison with the individual farm to show leaks. Factors to which special attention is called and on which emphasis is placed are the total farm earnings, crop yields, returns from livestock, use of man and horse labor, expenses per \$100 of gross income, and the size of the farm.

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MARYLAND TO HAVE SHIPPINGPOINT INSPECTION ON STRAWBERRIES

For the first time, Maryland strawberries from some of the principal shipping points in the state are moving to market under Federal-State shipping point inspection this season.

The inspection service will be established at three of the loading points in Maryland. It will not care for all the shipments, but will apply to a considerable proportion. The state officials believe it may prove the forerunner of a more extensive service next year.

Shipping point inspection was tried in Maryland last year with peaches and apples. Both the shippers and the State Department of Markets, under which the inspection was inaugurated, were well pleased with the results and were impressed with the value of the service.



COOPERATIVE POULTRY SHIPMENTS  
PROVING SUCCESSFUL IN NORTH CAROLINA

The North Carolina State Division of Markets and the Farmers' Federation, Inc., are cooperating in shipping a car of poultry from Western North Carolina to New York each week. Poultry is collected by trucks in several counties and brought into a central shipping point so that an adequate supply for the weekly shipments as well as for the local market is assured.

The work of the State Division of Markets in demonstrating to the farmers of eastern North Carolina the feasibility of shipping poultry cooperatively in carlots has succeeded beyond expectations. Between March 26 and May 1 a total of 300,096 pounds of poultry were collected and shipped from thirty-two counties. This poultry netted the producers an average of five cents per pound more than the local market prices, even if the local markets could have used it at all. These demonstrations, the Division reports, have touched 5,000 farmers and have shown them the value of cooperative effort as well as the advantage of seeking markets elsewhere.

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NEW MEXICO ASSOCIATION  
HAS SUCCESSFUL YEAR

The Portales Valley Broomcorn and Warehouse Association, a cooperative organization of broomcorn growers in New Mexico, has just demonstrated its strength according to C. A. McNabb, State Agent in Marketing for New Mexico. In spite of the failure of a bank in which the Association had large deposits, the Association is free from debt, owns a 45 carload warehouse, and the membership is well satisfied. The price received by the members for their 1924 crop of broomcorn was well above that secured by the non-members.

The broomcorn acreage for 1925 is to be reduced and the emphasis placed on quality by the Association members. This Association, McNabb says, has brought the community into prominence and success and has increased the net returns to producers many thousands of dollars.

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NEW JERSEY GROWERS STANDARDIZE VARIETIES

Practical use of the idea that limiting the number of varieties of fruit and vegetables grown for market in a locality pays is being made by market gardeners in Atlantic County, New Jersey. These growers, who supply seashore resorts, have agreed this year to plant four varieties of sweet corn, and three of cantaloupes instead of the dozen or more varieties usually grown. Each variety selected has proven its value in that section. The same policy is being carried out with cucumbers, tomatoes and other vegetables.



UNIVERSITY OF HAWAII TO STUDY  
LOCAL MARKETING PROBLEMS

An appropriation to provide a marketing expert for the Hawaiian Islands has been made by the Territorial Legislature. This marketing man will work with the University Extension service in making a careful study of the local marketing situation and in starting such work in connection with the problems as the appropriation will permit, reports D. L. Crawford, Director of Extension, University of Hawaii.

Particular attention will be given to the problems of the small growers in the Islands. The marketing conditions in Hawaii are rather specialized because of the distance from the rest of the country and the different nature of the agriculture there.

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STUDY PLANNED FOR STATE OF WASHINGTON

Plans have been completed for a cooperative study of the agricultural situation in the Big Bend Country of Central Washington by the Federal Bureau of Agricultural Economics and the State College of Washington. The object is to provide an economic basis for a program of agricultural production in that section of the state of Washington.

A study will be made of the experience and methods of the farmers, the results obtained by the experiment stations in this section, the Weather Bureau records, and the soil surveys. Field work is to be started very soon.

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MAINE COOPERATIVE MARKETING ACT AMENDED

An amendment to the Cooperative Marketing Act in Maine, passed at the last session of the legislature, provides that when a producer places a crop mortgage on his produce, the claim runs against the proceeds of the crop. This Act had the special support of the Maine Potato Grower's Exchange.

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ARKANSAS ADDS TO ECONOMIC STAFF

Mr. C. O. Brannen of the Federal Bureau of Agricultural Economics has been elected head of research in agricultural economics in the University of Arkansas. He will take up his new duties about July first.



MAINE DIVISION OF MARKETS  
DEVELOPING STUDY PROGRAM

Several special lines of work are being carried on in Maine under the direction of the State Division of Markets according to C. M. White, Chief of the Division.

The orchard industry of the state is one of the studies. Special attention is put on the number of bearing trees, yield per tree, varieties and the number of young trees to come into bearing within the next five years. This is particularly aimed to furnish more accurate crop estimates. Work is continued with the fruit grower's associations looking to better grading, improvement of sales returns to the farmer, and bookkeeping methods. Wool pooling demonstrations have been planned. Shipping point inspection will be developed as need arises. The Department also plans to put on a better exhibit than usual at the Eastern States Exposition at West Springfield, Massachusetts, next fall.

PUBLICATIONS

"SOME ECONOMIC ASPECTS OF FARM OWNERSHIP"  
IS NEW DEPARTMENT BULLETIN

"Some Economic Aspects of Farm Ownership" is the subject of United States Department of Agriculture Bulletin 1322 by Charles L. Stewart, Agricultural Economist.

Trends and variations in some financial burdens and benefits of farm ownership in the spring wheat belt during 25 years are considered in this bulletin. These changes are illustrated from the history of selected farms in Cass County, North Dakota from 1896 to 1920.

Some of the topics discussed are the long-time average conditions of ownership; the trends in ownership conditions; deviations from trends in ownership conditions; anticipations of the future by owners, and adjustments in renting and purchasing farms.

This bulletin has been distributed to the official mailing list. It is available from the Office of Information, United States Department of Agriculture, Washington, D. C.

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LIST OF WOOL DEALERS PREPARED

A list of wool dealers in the United States who are cooperating with the United States Department of Agriculture by furnishing quarterly detailed statements of their stocks, incorporated and issued in the quarterly wool stock reports has been made up by the Federal Bureau of Agricultural Economics. The list is correct as of March 31, 1925. Copies of this list can be secured by officials who are directly interested in the wool trade. Requests should be sent to George T. Willingmyre, Federal Bureau of Agricultural Economics, Washington, D. C.



COST OF PRODUCING FIELD CROPS  
REPORTED IN DEPARTMENT CIRCULAR

"Cost of Producing Field Crops, 1923," is the title of Department Circular 340, United States Department of Agriculture. It was written by M. R. Cooper and C. R. Hawley of the Federal Bureau of Agricultural Economics.

The purpose of this report, the circular states, is to present in some detail the findings of an inquiry into costs of production of certain leading crops in 1923 and to make certain comparisons between costs of production in 1922 and 1923. Corn, wheat and oat crops were studied during both years, and the study for 1923 included also potatoes and cotton. It is planned to continue this work, so that in the course of time indices will be available, which will make possible comparisons as to yearly changes in the cost of producing the principal crops grown in the United States. The study is based on replies to a cost of production questionnaire which was mailed to crop and livestock reporters located in all of the States.

A copy of the questionnaire is given and figures with discussion showing the production costs for 1923 for the crops studied shown.

This circular has been sent to the regular mailing list. It is available from the Office of Information, United States Department of Agriculture, Washington, D. C.

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THE SOUTHEASTERN MISSOURI WATERMELON DEAL FOR 1924 has been summarized by V. G. Gibson of the Federal Bureau of Agricultural Economics. It covers the usual deal reports and also tabulates the city market prices with comparative figures for Georgia and Texas stock together with the Missouri melon prices segregated by varieties.

The summary is available from the Federal Bureau of Agricultural Economics, Washington, D. C.

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THE COLORADO CANTALOUPE DEAL FOR 1924 has been summarized by R. L. Sutton of the Federal Bureau of Agricultural Economics. Comparison is made of the "wagonloads cash to growers" price and the f.o.b. cash track price at Rocky Ford. The f.o.b. auction sales of Colorado cantaloupes are contrasted with similar sales of California stock.

Copies are available from the Federal Bureau of Agricultural Economics, Washington, D. C.

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Reports on "The Market for Citrus Fruit in Cardiff," and "Onions and Onion Seed in the Canary Islands," by the American Consuls at those points are available from the Federal Bureau of Agricultural Economics, Washington, D. C.



BULLETIN OUT ON DAIRY  
FARMING IN NEW YORK

The third of the economic studies of dairy farming in New York which has been published by the Cornell University Experiment Station as Bulletin 438 takes up "Grade B Milk with Alfalfa Roughage." It was prepared by E. G. Misner of Cornell in cooperation with the Federal Bureau of Agricultural Economics.

The regional conditions in Madison County, New York, are outlined; the age, tenure, and wages of the farm operators shown; the farm capital given; and receipts from crops, livestock, milk, and miscellaneous sources tabulated. The farm expenses and labor incomes are discussed. The author then goes into detail as to the costs and returns in producing milk. Each item of cost and return is considered individually. Other phases of dairying which are covered in the bulletin include the cost of raising heifers; advantages of fall and spring freshening, and the organization of the business as to size, use of machinery, and balance. Figures from the farms analyzed are given in 80 tables.

This bulletin is published and distributed by the Agricultural Experiment Station, Cornell University, Ithaca, New York.

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CALIFORNIA STUDIES COST  
OF BEEF PRODUCTION

"The Results of a Survey to Determine the Cost of Producing Beef in California", is the title of Circular 281, California Agricultural Experiment Station, written by R.L. Adams.

The cost of producing beef cattle in California is analyzed in the circular and tables given showing the unit items considered. Costs for each year of the beef animals growth are calculated. Methods of handling cattle are outlined and some suggestions for more economical production given. The study was undertaken at the request of the California Cattleman's Association. Records complete enough for tabulating were obtained from 32 ranches located in 17 counties. The circular summarizes the findings from a study of these records.

This circular is published and distributed by the California Agricultural Experiment Station, Berkeley.

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MARKETING PROBLEM IN WISCONSIN REVIEWED

A recent number of the Bulletin issued bimonthly by the Wisconsin Department of Markets is devoted to an article on "The Farmer, the State, and the Marketing Problem," by William Kirsch, in charge of research for the Department. In this article he analyzes the work of the Wisconsin Department of Markets.



NEW YORK HAY MARKETOUTLINED BY STATE DEPARTMENT

"Hay Marketing in New York City" is the subject of a bulletin prepared by Herschel H. Jones, Director of the New York office of the State Department of Farms and Markets. Topics covered in the publication are introduction, consumption of hay in New York City, kind of hay preferred, sources of supply, distribution of New York state's hay crop, hay receiving terminals for rail shipments, water shipment terminals, methods of sale, grading, weighing, the permit and embargo system, fire department regulations as to storage, the New York Hay Exchange Association, conclusions and recommendations. Tables show the stations in New York State from which 200 or more cars of hay are shipped annually. The procedure and forms used in selling and shipping hay are also outlined.

This bulletin is published and distributed by the New York Department of Farms and Markets, Albany.

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PENNSYLVANIA BUREAU REPORTSFRUIT AND VEGETABLE UNLOADS IN CITIES

The Pennsylvania State Bureau of Markets has prepared summaries of the carlots of fruits and vegetables unloaded in the principal towns in the State during 1924.

Unloads are tabulated by points of origin. A summary of the commodities received is also given by months. Comparative figures for 1923 are included.

These reports are prepared and distributed by the State Marketing Bureau, Harrisburg, Pennsylvania.

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A SUMMARY OF THE NEW YORK AND PENNSYLVANIA GRAPE DEAL for the season of 1924, has been prepared by A. E. Prugh of the Federal Bureau of Agricultural Economics, and Mark F. O'Donnell of the New York Department of Farms and Markets at Buffalo. Special mention is made of grapes for juice factories and table use. Conditions in competing grape states, especially California, are treated rather fully. Both New York and Pennsylvania shipments are tabulated by originating stations and by months. Copies are available from the Federal Bureau of Agricultural Economics, Washington, D. C.

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AGRICULTURAL ECONOMICS WILL BE TAUGHT in normal schools and county training schools in Wisconsin according to a bill passed by the present legislature. High schools which teach agricultural subjects will also be compelled to include economics as rapidly as possible.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 10, 1925

Vol. 5, No. 23

## FOREIGN COUNTRIES

### DEVELOPING GRAIN STANDARDS

Bulletins and copies of the United States Grain Standards have been sent to Roumania for their use in connection with the set of grain standards which that government is now preparing.

At the present time, the only two countries in the world that have a surplus amount of grain for export and that have organized grain inspection departments and definite standards are the United States and Canada. In the past few years, however, other exporting countries have taken steps toward adopting standards and systems of grain inspection. Russia is supposed to have had a grain inspection department. Both South and East Africa have systems of grain inspection and now Roumania, who is normally an exporter, has adopted the system.

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## GRADES ANNOUNCED FOR FEED

### OATS AND MIXED FEED OATS

Federal grades for feed oats and mixed feed oats have been established by the Secretary of Agriculture, effective September 1, under the United States Grain Standards Act. These standards are in addition to grades for oats now in effect.

The new standards, the department says, are designed to care for the grading and designation of feed grain now found in commerce in considerable quantities which consist largely of oats but does not meet the minimum requirements of the present oat standards because of the presence of varying amounts of wild oats and other grains.

Confusion and misunderstanding have arisen in the merchandising of such products, due principally to lack of definite descriptive terms and the wide range of quality and condition of such products delivered under contracts in which indefinite terms have been employed. It is believed that much of this confusion will be obviated through adoption of the grade and class designations by the trade, and official inspection of such grain.

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## WHAT THE STATES ARE DOING

PROFESSOR AGEE RESIGNS AS SECRETARY  
OF AGRICULTURE IN NEW JERSEY

The resignation of Professor Alva Agee, Secretary of Agriculture in New Jersey since the reorganization of the Department in 1916, has been announced effective June 30, 1925.

Under his leadership the New Jersey State Department of Agriculture has developed, among its many activities, the regulation of markets to prevent the public from being defrauded and monthly crop reports; and has made numerous surveys of the production, shipment, and consumption of crops and livestock in the State. General regret is being expressed in New Jersey at Professor Agee's resignation.

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PENNSYLVANIA COLLEGE APPOINTS  
ECONOMICS DEPARTMENT HEAD

The Pennsylvania State College has appointed Professor F.P. Weaver head of the Department of Agricultural Economics. He took charge of the Department on June first. Professor Weaver has been in agricultural extension work in Pennsylvania for a number of years. Recently he has been doing graduate work at Cornell University.

Professor R.G. Bressler who has been head of the department is devoting his attention to administrative work as Vice Dean of the School of Agriculture.

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PRODUCTION AND CONSUMPTION  
BEING STUDIED IN TENNESSEE

A study of the balance between production and consumption of food and feed within the State of Tennessee is being made under the direction of Professor C. E. Allred of the State University. The balance for the state as a whole and for the different sections of the state is being considered separately. The work is divided into two sections, one covering crops and the other livestock and livestock products.

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A MEETING OF MANAGERS OF LOCAL LIVESTOCK SHIPPING ASSOCIATIONS in West Virginia was held recently to discuss the problems met in developing the associations. Some county agents and directors of the associations attended.



NEW FORM OF MARKETING CONTRACT  
TRIED IN SOUTH DAKOTA

A shorter form of marketing agreement has been drafted in South Dakota, primarily for the use of the Cooperative Wool Growers of South Dakota, states Hugh N. Allen, Marketing Council. The form has been approved by the Federal Intermediate Credit Bank of Omaha and by the Federal Farm Loan Board.

A simple form of contract for cooperative associations is desirable, according to Mr. Hughes, because of the difficulty of getting farmers to sign long involved contracts in which they feel undesirable features may be concealed. A feature of this contract is the continuing clause. It provides that "the parties agree that this contract shall be in effect until March 1, 1927, and that it shall continue thereafter from year to year, subject to the right of either party to terminate liability on March 1st of any year following 1926, by giving written notice to the other party at least thirty days before the expiration of such year."

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CALIFORNIA LAW RESTRICTS VARIETIES OF COTTON  
TO BE PLANTED IN CERTAIN DISTRICTS

Several districts in which only the "Acala" variety of cotton may be grown have been established by a law just passed in California.

Under this act it is unlawful for anyone to have in their possession for the purpose of planting, to plant, pick, harvest or gin cotton of any but the designated variety. The act sets forth the public welfare safeguarded by this restriction. It says that solely by restricting the growing of cotton to one variety can fibre of uniform length and quality be produced and that unless the cotton is uniform it does not bring the best prices. Planting of other varieties is damaging to adjoining cotton growers and to the man who plants them and is prejudicial to the public interest.

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NORTH CAROLINA DIVISION OF MARKETS  
PLANS CATTLE MARKETING ORGANIZATIONS

The North Carolina Division of Markets is working on organizations among the cattle producers of western North Carolina to prepare for handling shipments of cattle this fall. One series of meetings has been held and another will be held during June.

Last fall a demonstration in group marketing of cattle from this part of the State was undertaken and 1,673 head of cattle pooled and sold to feeders of cattle in Virginia, North and South Carolina. This success has resulted in the movement this spring to increase the scope of the work.



UNIVERSITY OF TENNESSEE FURNISHING  
INFORMATION FOR COMMENCEMENT ORATIONS

The department of agricultural economics of the University of Tennessee has been furnishing economic information to various high schools in the state for use in the preparation of commencement orations, reports C.E.Allred, head of the department. Much of this information concerns the local communities in which the schools are located. A summary of the most important economic and social facts regarding the county together with data showing, for each point, just how that county ranks in comparison with other counties in the state is usually the information furnished. Some thirty schools have taken advantage of this source of facts which have been the basis for some interesting orations on local conditions.

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RADIO MARKET NEWS VALUABLE

Market reports broadcast by radio are popular in Minnesota and the Dakotas and have shown their value.

One Minnesota man recently reported that farmers and stockmen from his community gather to hear the market reports over his receiving set. They often find it will pay to send their livestock to other than the local market and so profit by the early reports. So much interest has been aroused that a truck is now hauling stock to the St. Paul market when the local market is not satisfactory.

A North Dakota firm reports that they have cancelled the market news by commercial wire which they have used in the past as they find the radio more satisfactory.

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WISCONSIN HAS NEW INFORMATION SERVICE

The Wisconsin State Department of Markets has inaugurated a new service. It consists in giving the people of the state an opportunity to ask over the radio, questions concerning any phase of marketing. These questions are picked up by the Department's broadcasting station at Stevens Point, and looked up in the main office at Madison and the answers broadcast. The Market News Letter will also print some of the questions and answers, their announcement states.

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THAT RADIO TALKS REACH THE BUSINESS MAN is indicated by the response which has been received by W. H. Stanton, of the Federal Bureau of Agricultural Economics from a talk broadcast recently. His subject, "Handling Fruits and Vegetables in the Dark," was given at 8:45 p.m. Many members of the trade and others have commented on the talk.



MISSOURI EXPANDS CENSUS DATA

New questions have been added to the farm census blanks in Missouri to give better figures on the dairy industry. One of the questions asks for the number of silos on each farm; another for the number of cream separators, and a third asks for the number of dairy cows including heifers twelve months old and over. Trucks on farms are listed and a census of the poultry, including chicks hatched this year, is being taken as well as the information usually asked on the farm census blanks.

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NORTHWESTERN APPLE GROWERS TO ADVERTISE

A meeting of fruit growers, distributors and representatives of transportation companies in the Northwest to consider methods of advertising northwestern apples to increase consumption, has been called by the farm marketing section of the Washington Department of Agriculture. A large crop of apples is expected in the Northwest this year and the State Department is interested in developing a better market for apples, states Erle J. Barnes, Director.

## PUBLICATIONS

FARM PROFITS CONSIDERED  
IN OKLAHOMA CIRCULAR

Farm profits are the subject of Oklahoma Experiment Station Circular 56 by C. T. Dowell, Dean of the College of Agriculture and Director of the Experiment Station. According to the author the circular is a brief discussion of what seems to him to be some of the most urgent of the present agricultural problems.

Subjects which he considers are the beef cattle industry, the use of good seed, conservation of water in the soil, per acre yields and profits, marketing farm products, and feeding the family.

This circular is published and distributed by the Oklahoma Agricultural Experiment Station, Stillwater, Oklahoma.

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SOCIAL ASPECT OF COOPERATION STUDIED

"Social Aspects of Farmers' Co-operative Marketing" by Benson Y. Landis of the Department of Research and Education, Federal Council of the Churches of Christ in America, New York City, is a new bulletin in their series. According to the author "this study has been made to give information on the non-commercial policies and activities of the main types of co-operative marketing associations."



"THE PRICE OF FEED UTILITIES"  
DISCUSSED IN TEXAS BULLETIN

"The Price of Feed Utilities" is the title of a bulletin by C. S. Frapp recently published by the Texas Agricultural Experiment Station.

What constitute the feed utilities is discussed by the author, methods in use for calculating these utilities are given, and a basis for calculating prices of digestible protein and productive energy outlined. From this he develops a method of calculating prices of protein and productive energy with a chart.

The relation of the selling price of feeds to their value calculated from protein and productive energy is analyzed and a number of conclusions drawn. He includes definite facts as to the feed cost of cattle, hogs, and milk. The object of the bulletin is to help solve, from the chemists standpoint, some of the questions concerning the relative money values of different feeds which are constantly before the animal husbandman, feed control officers, and chemists.

This bulletin, which is No. 323, is published and distributed by the Texas Agricultural College, College Station, Texas.

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OREGON HAS LESSONS IN MARKETING FOR CLUBS

Lessons on marketing for use by Boys' and Girls' Clubs have been prepared by Dr. Hector Macpherson of the Oregon Agricultural College and published in the club series of pamphlets. The first lesson tells what marketing is and the purpose it serves. The second lesson takes up assembling, inspecting, grading, and standardization. These lessons are published and distributed by the Extension Service of the Oregon Agricultural College.

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MARKETING GRAPES DISCUSSED IN BULLETIN

"Marketing Grapes" is the title of an Extension Bulletin by C. A. Owens, Extension Marketing Agent, put out by Clemson Agricultural College, South Carolina.

The commercial importance of grapes, varieties, harvesting, picking, trimming, packing, containers, grades, loading, and packing sheds, are covered in this bulletin. It is published and distributed by Clemson Agricultural College, Clemson College, South Carolina.

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THE FEDERAL HAY INSPECTORS FROM THE EASTERN DISTRICT WILL BE IN WASHINGTON the week of June 15 for the purpose of familiarizing themselves with the new alfalfa grades which become effective on July 1.



NEW JERSEY REPORTS RETAIL  
MARGINS ON FARM PRODUCTS

A report on "Retail Margins on Farm Products in Trenton, New Jersey" has been published by the New Jersey State Department of Agriculture as Circular No. 86.

This study, which was made by Frederick V. Waugh, Specialist in Marketing, had for its purpose to show the facts about methods and practices of storekeepers in selling fruits and vegetables and to give a basis for making recommendations. Some 20 stores in Trenton agreed to furnish complete information as to their buying and selling prices. This report is based on a study of the information furnished by them from September, 1923 to June, 1924.

The author describes his method of making the study, gives the margins made on various commodities, takes up the relation of retail prices to wholesale prices, compares the margins in different stores and points out the variability in margins. He suggests two practical uses of this study by the public, one to show the most economical way to buy farm products and one the relative amounts necessary to pay for service in different types of stores.

This circular is published and distributed by the New Jersey State Department of Agriculture, Trenton, New Jersey.

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"MARKETING IRISH POTATOES" IS SOUTH CAROLINA BULLETIN

An Extension Bulletin on "Marketing Irish Potatoes" by L. H. Lewis, Extension Marketing Agent, has been published by Clemson Agricultural College, South Carolina.

Methods of handling potatoes to get the best results on the market, varieties to grow, grading and inspection, are discussed in the bulletin. The United States and South Carolina grades are given.

This bulletin is published and distributed by Clemson Agricultural College, Clemson College, South Carolina.

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OKLAHOMA HAS CIRCULAR ON SAFE FARMING IN 1925

An address by Bradford Knapp, President of the College, has been published by the Oklahoma Agricultural College as an extension circular. "Safe Farming for 1925" is the subject of the address. In it he outlines some of the things which southwestern farmers can do to safeguard their business for the year. The circular is published and distributed by the Oklahoma Agricultural College, Stillwater.



"THE ECONOMIC ASPECTS OF CREAMERY  
ORGANIZATION" IS MINNESOTA BULLETIN

The economic aspects of creamery organization are treated in Technical Bulletin 26 of the University of Minnesota. It was prepared by John D. Black and Edward S. Guthrie of the Division of Agricultural Economics of the University.

This bulletin deals more especially with problems of organization of creameries as distinguished from the problem of management. It is intended primarily for the benefit of specialists in the field of marketing and dairy manufacture. The authors, after outlining the factors of efficiency, give a classification of the costs, the relation of cost and quality of the product and discuss the most economical size of the business and the location of the creamery.

Most of the data are taken from a special survey of 102 Minnesota creameries. There are 72 tables and 25 figures given to show the data from which the conclusions are drawn.

This bulletin is published and distributed by the University of Minnesota, University Farm, St. Paul, Minnesota.

NOTES

PEANUT GRADES MODIFIED

Existing grades for peanuts were modified at a recent meeting of the Southeastern Peanut Association. One of the outstanding changes is the increasing of the tolerance for damaged nuts from one-half percent to three-fourths percent in the No. 1 Grade for shelled White Spanish peanuts. Changes in the trading rules of the Association agreed upon were principally a reduction in penalties for slight excess above the tolerance permitted in any grade, with heavy penalties for excess beyond that moderate point. Other less important modifications were agreed upon. None of the changes will be effective until September 1st.

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A SCHOOL FOR TRAINING FEDERAL HAY INSPECTORS and others in the use of the Federal hay grades is to be held at Phoenix, Arizona, beginning June 22. The school will last about three weeks. Special attention will be given to alfalfa, grades for which go into effect July 1st. The school has been arranged for by the Federal Bureau of Agricultural Economics in co-operation with the Maricopa County Hay Association.

FARM MANAGEMENT EXTENSION WORK IN NEBRASKA this year is emphasizing the development of farm accounts as the major activity. Some attention is being given to crop production costs and county fair exhibits.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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June 17, 1925.

Vol. 5, No. 24.

## NORTH CAROLINA TO ACCREDIT BABY CHICK HATCHERIES

To encourage the hatcheries inside the state in maintaining a high standard of quality for supplying the breeding stock of the stock, as well as to help such hatcheries become recognized outside the state, the North Carolina Division of Markets, cooperating with the State College of Agriculture and the State Poultry Association, has worked out a plan for accrediting and giving state recognition and inspection to the hatcheries producing baby chicks from good stock.

Inspection of flocks and hatcheries is not compulsory in North Carolina the Division announces. Service is offered, however, to those who desire state approval of the quality of baby chicks they handle. The work is on a fee basis with a minimum for accrediting a hatchery of \$10 plus certain expenses such as leg bands, etc.

A trademark, consisting of a map of North Carolina with a baby chick in the middle, has been worked out and will be furnished for use with chicks produced by accredited hatcheries. The chicks sold under the trademark must be handled under certain regulations in addition to those met before the hatchery is accredited.

A special grade is established for chicks from eggs produced by flocks free from Bacillary White Diarrhea. Standards are set up for all flocks supplying eggs to accredited hatcheries, and the hatcheries must maintain certain standards. The requirements are designed to insure that the eggs used will be from vigorous stock of the breed and kept so as to promote good hatches of healthy chicks. The hatcheries must keep records which will show that they are meeting requirements, and must handle the chicks so as to deliver them to the buyer in the best condition.

## NEW SECRETARY OF AGRICULTURE APPOINTED IN NEW JERSEY

The appointment of William B. Duryee of Plainsboro as secretary of agriculture in New Jersey to succeed Professor Alva Agee, who will retire on July 1, has been announced.

The new secretary was one of the first county agents in New Jersey and later was specialist in farm management with the State Department of Agriculture.

Mr. C. E. L. Arner,  
Room 304, Bieher Bldg.,  
4 K Washington, D. C.



NEW LAWS IN WESTERN STATES AFFECT  
MARKETING OF DAIRY AND POULTRY PRODUCTS

Recent sessions of legislatures in western states passed a number of laws which affect the marketing of farm products, especially poultry and dairy products.

Among the laws passed in California is one amending the cold storage law to permit the establishment of quality standards by the State Board of Health in lieu of cold storage labeling requirements. This will apply, not alone to eggs, but also to butter, cheese, poultry, and other commodities mentioned in the cold storage law.

Another, called the "Egg Law," requires the State Board of Health to fix quality and weight standards to govern the sale of all eggs and this will apply in lieu of the present cold storage labeling requirements. The Board has accepted the United States Standards for eggs as tentative standards for the state. A bill affecting the sale of oleomargarine was passed, but is expected to come up for a referendum vote of the people.

In Oregon and Utah, bills were passed providing quality standards for eggs and repealing the cold storage labeling requirements.

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RELATION OF INDUSTRY AND  
AGRICULTURE IS TENNESSEE STUDY.

A study of the influence of the development of industry and commerce on agricultural regions is being made by the University of Tennessee under the direction of Professor C. E. Allred. This work is part of a general study of the influence on public welfare of an increase in manufacturing in the Southern States in which the University is interested.

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PLAN MADE FOR WORLD WOOL STATISTICS

A program for obtaining current world wool statistics has been outlined in a communication which the Department of Agriculture has sent to Asher Hobson, American representative at the International Institute of Agriculture at Rome, with the request that Mr. Hobson take up the matter with that body.

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NEW YORK FOOD-MARKETING COUNCIL HOLDS MEETING

At a recent meeting of the New York Food Marketing Research Council reports were made on the work now in progress and the resources for work which will be available during the coming year. The governing rules and the cooperative agreement for the Council were also discussed and approved.



MISSOURI MAN USES STATISTICS  
IN TALK ON COUNTY DEVELOPMENT

Statistics on the community compiled by the state agricultural statistician, were the basis of a talk given in Ripley County, Missouri, recently by Ide P. Trotter of the Missouri Agricultural Extension Service, which created unusual interest. Trotter took the figures which have been kept for the state and counties in Missouri by E. A. Logan, statistician representing the Federal Bureau of Agricultural Economics and the state, and showed their application to local conditions.

He pointed out what they indicate as to the needs, prospects and changes in local agriculture. For instance, he believes the increase in acreage under cultivation in Ripley County shown by the statistics is a sign of healthy development. The size of the farms, production records, and other facts contained in these reports are helpful to the farmer and business men making plans for the future.

Business men have been taking the figures on their business and using them as a basis for forecasting the future. Trotter believes that agriculture needs to use these facts more generally in the same way. Practically all the states have agricultural statisticians who have kept statistics on the state and counties for years.

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DELAWARE BUREAU SUGGESTS NEW  
MARKETS FOR FARM PRODUCTS

The Delaware State Bureau of Markets is calling the attention of growers and shippers of agricultural products in that state to the opportunities for developing markets in the smaller cities in nearby states.

Though Delaware is located close to the large consuming centers such as New York and Philadelphia, the Bureau points out that there is an important market in the smaller cities and that frequently products sent to these markets meet less competition from more distant shipping points than in the larger centers. The idea is simply to increase the number of points of distribution, the Bureau says, by taking in the smaller cities and thereby increasing demand. The Bureau offers to supply information concerning the market in these centers.

In this connection, the Delaware Bureau uses the report of the Pennsylvania State Bureau of Markets on the number of cars of various commodities unloaded during 1924 in the smaller cities in that state. It quotes the Pennsylvania report on products which Delaware has for shipment as showing the possible outlet there.

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A NUMBER OF COUNTY LIVESTOCK SHIPPING ASSOCIATIONS have been organized in West Virginia this spring, according to reports by the State Department of Agriculture.



MARKET REQUIREMENTS FOR LIVESTOCK  
DISCUSSED AT WEST VIRGINIA MEETING.

Discussion of the service the Federal Bureau of Agricultural Economics can render eastern shippers of cattle and sheep and of the kind of lambs and cattle demanded by the eastern packers, with suggestions as to what West Virginia producers can do to meet this demand, was an important part of the work at the annual meeting of the Greenbrier Valley Cooperative Livestock Shippers Association in West Virginia.

Interest in this subject was so great that much more than the allotted time was given to it, reports James K. Wallace of the Federal Bureau, who presented it. He took up the problem from the grading standpoint, weight segregation, requirements of the consuming demand, changes in the demand as shown by prices paid and reported in the market news service, and other problems at the markets.

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LAND PRICES IN TENNESSEE  
SUBJECT OF STUDY

A study of the history of land prices in Knox County, Tennessee is being made cooperatively by the Federal Bureau of Agricultural Economics and Professor C. E. Allred of the University of Tennessee. The data will cover the time from 1850 or even earlier to date. It is being classified by civil districts and will show the increase in prices which have taken place in different parts of the county as well as in the county as a whole. The data will throw light on the subject of the giving of mortgages, on the kind and number of foreclosures, on the amount of payment required in purchasing a farm, and other phases of land prices.

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NEBRASKA PLANS MARKETING EXTENSION WORK

Marketing work by the extension service in Nebraska this year will be largely devoted to the marketing of dairy products and poultry and poultry products. Cheese factories operating as demonstrations, the shipment of trial carloads of graded eggs, and the establishment of grading centers for handling eggs are among the goals set up for the year.

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KANSAS MAN STUDYING EUROPEAN TAXATION

Eric Englund, professor of agricultural economics, Kansas State Agricultural College, is spending the summer in European countries studying their taxation systems. He will also devote some attention to the land problems of these countries.



## Publications

"RETAIL MARKETING OF MEATS"  
IS DEPARTMENT BULLETIN

"Retail Marketing of Meats" is the subject of U. S. Department of Agriculture Bulletin No. 1317 by Herbert C. Marshall, Specialist in Economic Research.

Agencies of distribution, methods of merchandising, operating expenses and profits in the retail marketing of meat are covered in this bulletin. Under agencies of distribution and methods of marketing, Mr. Marshall takes up the development of the retail meat business, the channels for distributing meat to retailers, methods, practices, and conditions in the trade; and the retail meat trade in rural communities. In reporting on the operating expenses and profits, he includes the classification of accounts; methods of grouping stores and weighing results; analysis of operating expenses; operating expenses, gross margin, and net profit; and investment and stock return.

In this investigation a complete personal canvas was made from January to August, 1920, of 28 cities and of the rural districts of eight counties. Five suburban municipalities were also canvassed. The cities were fairly representative of the entire country as to geographical location, climatic conditions, and varying types of industry. The eight counties canvassed were fairly representative of the various types of farming and rural life.

This Department Bulletin No. 1317 has been sent to the presidents of state colleges of agriculture, college libraries, extension directors, state marketing officials and the general mailing list of the Bureau of Agricultural Economics. Copies are available on request to the Office of Information, United States Department of Agriculture, Washington, D. C.

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SUMMARY OF NEW YORK PEAR MARKET PREPARED

The Western New York pear deal for the season of 1924 has been summarized by A. E. Prugh of the Federal Bureau of Agricultural Economics. It shows the loadings at various shipping points, destination of shipments, distribution of the pears, and prices at important markets. Production and farm value of pears by states for the years 1922, 1923, and 1924 is given. Shipping point market prices are included.

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MONTHLY REPORTS ON THE CONDITION OF BERRIES, MELONS AND HOME GARDENS which have been made by the Federal Bureau of Agricultural Economics will be discontinued according to a recent ruling.



BUREAU REPORTS ON MEAT  
MARKET STUDIES

A second preliminary report on the influences of methods and costs of retailing and consumers' habits upon the market for meat has been published by the Federal Bureau of Agricultural Economics.

Last December the first preliminary report was made covering the work completed at that time in the nation-wide study of the market for meat. This second report presents results secured from the continuance of the survey, but does not represent the complete study.

The results of this report are presented in three parts. The material presented under methods and practices was gathered in twenty cities by personal interviews with retail dealers, local and state representatives of retail associations, local health authorities and others well informed on the subject of meat distribution. Information on margins, expenses and profits was secured in fifteen cities through personal visits. The influence of consumer demand was studied by personal interviews with housewives of various nationalities in thirteen cities.

Copies of the report are available on request to the Federal Bureau of Agricultural Economics, Washington, D.C.

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ADDRESS ON THE NEED OF A BALANCED  
FARM PROGRAM IN GEORGIA PUBLISHED

An address by Andrew M. Soule, President of the Georgia State College of Agriculture, on the need of a balanced farm program, has been published by the Extension Division of the College as Bulletin 305. He shows the needs and opportunities for Georgia agriculture, especially under the present conditions. After briefly summarizing the present situation he suggests an economic development policy for the State. This bulletin is published and distributed by the Georgia State College of Agriculture, Athens, Georgia.

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NORTH CAROLINA PEACH DEAL SUMMARIZED

A summary of the 1924 peach deal in North Carolina has been prepared by J. D. Evers of the Federal Bureau of Agricultural Economics. Besides the regular information as to loading points, destinations, prices and shipments from other states, this summary gives a table of shipping point information showing the condition of the market, movement of fruit, and prices each day during the shipping season.

Copies of the summary are available from the Federal Bureau of Agricultural Economics, Washington, D.C.



ANNUAL REVIEW OF MONTANA  
AGRICULTURE PUBLISHED

Volume three of the "Montana Farm Review" gives a current review of the 1924 season of agriculture in that State with such comparative data as will afford as nearly as possible a complete picture of agriculture as it finds itself at the close of 1924, the foreword states. This review is published yearly by the Cooperative Crop Reporting Service, Federal Bureau of Agricultural Economics and the State Department of Agriculture.

Production, income, acreages, and other figures are included. Crops, farm income and livestock are handled in different sections of the bulletin.

This bulletin is published and distributed by the Montana Cooperative Crop Reporting Service, Helena, Montana.

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PROGRAM OF INSTITUTE OF  
COOPERATION SUMMER SESSION PRINTED

A booklet announcing the first summer session of the American Institute of Cooperation and giving the tentative program is available to those interested.

The daily program for the four weeks of the session which meets at the University of Pennsylvania July 20 to August 13 is given, with the speakers who are expected to discuss each subject. The general topics for study, are first week, economic principles and legal structure of cooperation; second week, organization and membership programs; third week, operating methods and management problems; fourth week, sales policies and price problems.

Copies of this announcement are available from the secretary, Charles W. Holman, 1731 Eye Street, N.W., Washington, D. C.

NOTES

SOUTH AFRICA TO CONTROL  
FRUIT SHIPMENTS

A Fruit Shipping Control Board is to be set up in South Africa under legislation recently passed, reports Edward A. Foley, American Agricultural Commissioner, Bureau of Agricultural Economics, stationed at London. The object of establishing such a board is to eliminate the waste of fruit which now results from the lack of coordination between growers and shipping lines in South Africa. Under the new legislation, growers must submit estimates of the quantities of fruit expected to be available for export, and must make all shipping contracts through the Control Board.



THREE EXAMINATIONS ANNOUNCED  
FOR POSITIONS IN FEDERAL BUREAU

Positions in the Federal Bureau of Agricultural Economics for which civil service examinations have been announced are Assistant Agricultural Economist (Transportation); Junior Agricultural Statistician, and Assistant Scientific Aid (Linter Grading).

The examination for Assistant Agricultural Economist (Transportation) is unassembled. Competitors will be rated on education, experience and thesis. The duties will be to collect, assemble and analyze material relating to the transportation of agricultural products. The entrance salary is \$2400 a year. Receipt of applications will close July 21, 1925.

The other examinations are assembled and receipt of applications will close July 25, 1925. The position of Junior Agricultural Statistician has an entrance salary of \$1860 a year. Duties are to assist, under direct supervision, in gathering, compiling, editing, and computing statistics and to perform analytical work, such as making index numbers and computing coefficients of correlation. Competitors will be rated on statistical calculations and methods, general agriculture, education, experience and fitness.

Duties in the position of Assistant Scientific Aid (linter grading) will be to perform various phases of the work involved in the preparation of copies of standard grades for linters. The entrance salary is \$1500 a year. Ratings will be based on practical questions relating to the production, methods of buying, selling, grading and use of linters and on education and experience.

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WEEKLY MARKET REVIEW  
IS WIDELY USED

for Fruits and Vegetables

Many uses are being made of the Weekly Market Review/issued by the Federal Bureau of Agricultural Economics. Newspapers, trade journals and farm journals are printing parts or all of it.

The state market reporter at Philadelphia abstracts those portions which are of special interest to Pennsylvania and mimeographs them for certain papers in the state. He sometimes combines special Philadelphia market news with the general release. These reviews are also broadcast by radio from Philadelphia.

In North Carolina, the State Division of Markets includes the Market Review in its weekly publication, "Market News." The Atlanta Journal carries it in full in the Sunday issue. Trade papers in New York use parts or all of the Review.

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A TABLE OF THE ESTIMATED PRICE of farm products received by producers on April 15 of each year from 1913 to 1925 inclusive, taken from "Crops and Markets" published by the Federal Bureau of Agricultural Economics, was printed recently on the front page of the "Market Bulletin" put out by the Georgia State Bureau of Markets.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 24, 1925

Vol. 5, No. 25

## PEACH INDUSTRY STUDY

STARTED BY FEDERAL BUREAU

A study of the peach industry is being made by the Federal Bureau of Agricultural Economics, with the assistance of state and local agencies. All the peach growing sections from the Atlantic coast west to Colorado are to be included. One of the features being investigated is the feasibility of reporting the commercial crop, as well as the total crop of peaches. This is the same plan as is now being carried out with apples. Costs of production, market outlets, methods of handling and shipping, and other problems will be considered. The Division of Crop Estimates, the Division of Farm Management, and the Fruit and Vegetable Division of the Bureau are all working on this study.

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## ILLINOIS TO STUDY FARMERS' ELEVATORS

Plans have been made for a study of the farmers' elevators in Illinois to be made by the Federal Bureau of Agricultural Economics and the State College of Agriculture. A preliminary survey will be made this summer to be followed by a detailed study of a limited number of elevators from which data will be available. The plan also includes a study of the movement of grain in Illinois considering the shipping points, destinations, and the routes followed from source to final sale. Farmers' organizations and other agencies will cooperate in this study.

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## EUROPEAN PRUNE PRODUCTION STUDIED

A study of the prune producing section of Bosnia is being made by Edwin Smith of the Federal Bureau of Agricultural Economics who has been in Europe for some time studying fruit markets, and G. C. Haas, representative of the Bureau in Vienna. It is expected that this study, with those made on other fruits, will be valuable in the preparation of crop estimates in Europe.

Lloyd S. Tenny,  
Room 701 Bieber Bldg.,  
Bureau of Agri. Economics



## FEDERAL BUREAU ACTIVITIES

FEDERAL BUREAU MAKES STUDY OF  
PROBLEMS FOR COOPERATIVE ASSOCIATION

A diagnosis of an egg marketing program by the Federal Bureau of Agricultural Economics at the request of a New England cooperative association, revealed the fact that the difficulties being encountered arose largely because of a poor product rather than because of the marketing methods employed. Customers of the association were not satisfied with the product delivered to them and the poultry farmers complained that too large a percentage of their eggs were being placed in the lower grades by the association. A field investigation revealed that many members of the association were not giving their flocks proper care or feeding them so as to produce high quality eggs. Definite suggestions were made by the investigators and assurance given that when a quality product is offered the trade that there will be more general satisfaction among the members as regards sales made by the association.

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SCHOOL FOR HAY INSPECTORS  
TO BE HELD IN ALABAMA

The Federal Bureau of Agricultural Economics, in cooperation with the Alabama Extension Service and the Alabama Department of Agriculture and Industries, has arranged a school for training Federal hay inspectors to be held at the Alabama Polytechnic Institute, Auburn, Alabama, beginning Monday, July 13. The school will last for three weeks and a number of inspectors will be trained and licensed for joint State and Federal inspection work in Alabama. Any persons who desire to attend this school can arrange to do so by applying to the Hay, Feed, and Seed Division of the Federal Bureau of Agricultural Economics.

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INSPECTORS ATTEND HAY GRADING SCHOOL

Eight inspectors from the eastern states attended the school for hay inspectors in Washington last week. They received further training on timothy and clover grades and were especially instructed in the new alfalfa, prairie and Johnson hay grades. Besides grading hay, the men were given work on the use of the Munsell color system for judging color, and improvements and changes in the service were discussed. Massachusetts, New York, Pennsylvania, New Jersey and Virginia were represented. Two men from the United States army and one from the Cuban Army also attended.

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A SERIES OF ARTICLES ON THE MARKETING OF EGGS prepared by H. G. F. Hamann of the Federal Bureau of Agricultural Economics, is being printed in the "Marketing Bulletin" of the Oklahoma State Market Commission.



### WHAT THE STATES ARE DOING

#### OKLAHOMA POTATO GROWERS ARE GRADING THEIR PRODUCT THIS SEASON

Commenting on the potato situation in Oklahoma, a recent issue of the "Marketing Bulletin," published by the Oklahoma State Marketing Commission says: "Last year no Oklahoma potatoes were federally inspected; this year already three hundred cars have been and it looks as though there will be as many more. To date we have not heard of a single car of these potatoes having been refused; whereas we have heard of uninspected stock having been turned down and as high as 80 cents per hundred pounds asked to be deducted from invoice."

At one place, the Commission reports, they were putting up a grade to conform to U. S. No 1 grade and in such nice, new, uniform sacks that a St. Louis man came to see them because of the good reputation last year. They point out that, "Because of buyers demanding U. S. No. 1 grade, many of the large growers and several of the dealers have bought Boggs graders, so that Oklahoma potatoes will hereafter command better consideration on the markets. Still more growers will need to be educated to 'leave their little ones at home' but several hundred cars of Oklahoma potatoes graded this year will have a wonderful effect on putting up more U. S. No. 1 stock, next year. That attracts the heavy buyers and the call for Oklahoma graded potatoes next year will be much greater."

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#### DELAWARE BUREAU ENCOURAGES MARKET FOR STATE PRODUCTS.

A letter announcing the 1925 crop was recently sent to approximately five hundred buyers of early apples by the Delaware Bureau of Markets. The object of this letter is, according to W. T. Derickson, director, to interest the dealers in Delaware products thereby increasing the demand. It is their policy, he says, to send out letters of this kind to reputable buyers regarding each Delaware commodity as it comes on the market.

In the letter to apple buyers, attention is called to the fine quality of apple crop expected in Delaware this year but with a smaller crop. It says that the apples will begin to move early in July and varieties are listed. That a larger percentage than usual of growers and dealers will take advantage of the shipping point inspection offered cooperatively by the Federal Bureau of Agricultural Economics and the State Bureau is also noted. The Bureau offers to furnish names of growers and shippers of Delaware apples, though it does not sell directly.



NORTH DAKOTA BANKS TO KEEP RECORD  
OF INCOME FROM CREAM, POULTRY AND EGGS.

Every bank in North Dakota has been supplied with a chart to be used for keeping a monthly record of the amount of money handled through the bank in income from cream, livestock, poultry and eggs. The plan is to have these charts on display at all times in the banks. At the end of each year the information is to be tabulated by the State Agricultural College for all the banks so that reliable statistics will be available on the importance of these agricultural industries. One bank reports that during eleven months in which it has kept this kind of a record the cream, poultry and egg checks cashed totalled \$50,000.

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COURSE IN ELEVATOR MANAGEMENT  
PLANNED IN NORTH DAKOTA.

Facts secured from visits to 225 North Dakota elevators and analyses of audits of 100 elevators in the state will be part of the material used in the short course in elevator management to be given at the North Dakota Agricultural College July 6-18. It is expected that R. H. Black, in charge of grain cleaning investigations, Federal Bureau of Agricultural Economics, will demonstrate the cleaning of grain and other small seeds.

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COLORADO FAVORS U. S. PEAR GRADES

A hearing was held recently in Grand Junction, Colorado, relative to the adoption of the United States pear grades as the standard for Colorado. F. G. Robb of the Federal Bureau of Agricultural Economics, who represented the Bureau at the hearing, reports that these grades were quite favorably received by the growers and it is expected that they will be promulgated by the Director of Markets of Colorado as the official grades for the state.

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CHAMBER OF COMMERCE SECRETARIES  
TO DISCUSS MARKETING PROBLEMS

A meeting of secretaries of New Jersey Chambers of Commerce has been called by the New Jersey Bureau of Markets to discuss better marketing in the cities. Farmers' markets will be considered with the experience and problems of those now established in several cities in the state as a basis. The standard milk ordinances, farmers' roadside markets and the city marketing director plan will be other subjects considered.



FEDERAL AND FLORIDA  
BUREAUS COOPERATE.

The Florida State Marketing Bureau in a recent issue of the "For Sale, Want and Exchange Bulletin" which it publishes, reviewed briefly the market news service which had been maintained on Florida products during the past year. Credit is given the Federal Bureau of Agricultural Economics, for without this cooperation the State Bureau says it would have been unable to develop and maintain the efficient service rendered.

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NEW MEXICO PUBLISHES LAND CLASSIFICATION MAP.

A map showing a preliminary classification of land in the state was published recently in the New Mexico Extension News. The reason for presenting the map in preliminary form, according to the statement, is that suggestions may be secured for its improvement. Since no actual survey was made, it only attempts to approximate conditions as they exist.

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MONTANA USES MAP FOR REPORTS.

The report on the June first condition of ranges, sheep and cattle in Montana published in the "Montana Agricultural Outlook" was in the form of an outline map of the state divided into districts with the condition figures printed in each district. The "Outlook" is put out by the State College Extension Service. The map is the work of P. Patton, statistician.

PUBLICATIONS

WISCONSIN REPORT SHOWS ECONOMIC RESEARCH

"New Pages in Farm Progress," the annual report of Director of the Wisconsin Agricultural Experiment Station for 1923-24, just published, outlines the development of the studies on economics and rural life by the station.

"The research program for rural life in Wisconsin has for years followed a definite plan," it states. Studies of the service relations of town and country are being continued. Other work includes plans for a Wisconsin cooperative potato marketing organization; work on farmers cooperative marketing contracts; cooperative dairy marketing plans for the state; farm cost studies; and studies on the cost of operating creameries.

This report, which is bulletin 373 of the Wisconsin station, is published and distributed by the Agricultural Experiment Station, University of Wisconsin, Madison, Wisconsin.



REPORT PUBLISHED ON LIVING CONDITIONS  
AND FAMILY LIVING IN FARM HOMES.

A preliminary report on "Living Conditions and Family Living in Farm Homes of Lebanon Town, New London County, Connecticut," has been put out in mimeographed form. The study was made cooperatively by the Federal Bureau of Agricultural Economics and the Connecticut Agricultural College, E. L. Kirkpatrick representing the Bureau and Professor I. G. Davis the college.

Partial results of a study of living conditions and family living in 110 farm homes of Lebanon town are given in this preliminary report. It is one of a series <sup>of studies</sup> begun in New York in 1921 and being continued in other sections by the Federal Bureau in cooperation with several of the state colleges of agriculture.

This data was obtained between April 1 and June 30, 1924. In obtaining these data an attempt was made to get estimates for a typical year of family living. Since price levels changed very little between October 1, 1923 and June 30, 1924, results are given as for the year ending December 31, 1923. Personal visits were made to the homes.

The report gives the composition of household and families; classification of goods used; significance of the distribution of goods used for various purposes as an index of the standard of living; value of goods used; use of time by the homemaker; relation of age of the farm operator to the value of family living; and suggestive ways of using the average values of goods as a guide to more rational family living in farm homes.

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TEST FOR DETERMINING OIL IN  
FLAXSEED WORKED OUT BY BUREAU.

A simple test for determining the oil content of flaxseed has been worked out by D. A. Coleman and H. C. Fellows of the Chemical Research Laboratory, Grain Investigations, Federal Bureau of Agricultural Economics. It is described in a mimeographed report which is available for distribution.

Present trade practices in handling flaxseed, methods of grading, and the need for a method of determining the oil content are discussed in the report. The apparatus needed for making the rapid determination of oil is listed and the method described in detail. The determination is made by the use of a refractometer in conjunction with Halowax and finely ground flaxseed. The accuracy of the method is equal to the accuracy of the ether extraction method. The time of making the test averages about twelve minutes.

Copies of the report, "A Simple Test for Determining the Oil Content of Flaxseed," may be secured on request to the Federal Bureau of Agricultural Economics, Washington, D. C.

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A REPORT OF THE COOPERATIVE EXTENSION WORK FOR 1923 has been published by the Office of Cooperative Extension Work and is available on application to that office, Washington, D. C.



HAY STANDARDS PUBLISHED BY BUREAU

The United States Standards for Alfalfa and Alfalfa Mixed Hay; Johnson and Johnson Mixed Hay; Prairie Hay; and Timothy, Clover, and Grass Hay, which will be effective July 1, 1925, have been mimeographed by the Federal Bureau of Agricultural Economics in tabulated and abridged form for ready use.

The alfalfa, Johnson, and prairie hay standards are new. The timothy, clover, and grass standards have been slightly revised. Copies of these standards are available on request to the Bureau, Washington, D. C.

NOTESBULLETIN IS REPRINTED.

"Development and Present Status of Farmers' Cooperative Business Organizations," United States Department of Agriculture Bulletin No. 1302, has been reprinted and is available for distribution from the Federal Bureau of Agricultural Economics, Washington, D. C.

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EXAMINATION FOR ASSOCIATE AGRICULTURAL  
STATISTICIAN ANNOUNCED.

An examination for the position of Associate Agricultural Statistician, Federal Bureau of Agricultural Economics, has been announced by the United States Civil Service Commission.

Entrance salary for the position is \$3,000 a year. Competitors will not be required to report for examination at any place, but will be rated on education, training and experience, and thesis or publication. Duties will be to plan and carry out, under general direction, major statistical investigations involving the use of technical statistical methods; also, in consultation with a superior, to determine matters of policy relative to organization, scope, management, analysis, and presentation. Receipt of applications closes July 31, 1925. Application blanks may be obtained from the Civil Service Commission, Washington, D. C.

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NEW JERSEY TO CONTINUE RETAIL MARGIN STUDIES

The New Jersey Bureau of Markets has employed Mr. J. Allen Mohn, a graduate of the New Jersey State Agricultural College, to continue the studies on retail margins in grocery stores. This study has been in progress for some time under the direction of Frederick V. Waugh who recently resigned.



GRAIN WORK OUTLINED  
FOR ELEVATOR MANAGERS.

The work of the Federal Bureau of Agricultural Economics dealing with grain was included in the program of the short course for grain elevator managers recently held at the University of Illinois.

Dr. O. C. Stine of the Bureau spoke on "World Trade in Grain and Grain Products;" W. F. Callander, Chairman of the Crop Reporting Board, talked on "Forecasting Grain Prices;" T. G. Smith of the grain inspection service, took up "Official Grain Inspection under the United States Grain Standards Act;" H. A. Rhodes of the grain inspection service discussed federal grades for wheat and corn grading; and Philip Rothrock, also of the inspection service, talked on wheat grades and their relation to Illinois-grown wheat, the relation of the protein content of wheat to wheat inspection and merchandising, the grading of oats, and grain mixing and conditioning of grain.

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UNIVERSITY OF MARYLAND ADDS  
TWO MEN TO ECONOMICS STAFF.

Two new men are to be added to the Department of Agricultural Economics in the University of Maryland on July first.

Mr. Edward L. Brown comes in as Assistant Agricultural Economist. He is a graduate of the University of Maryland, was a delegate from the state to a cooperative marketing conference in Goteborg, Sweden in 1923 and since that time has been with the United States Bureau of Public Roads as transportation economist. Mr. William P. Walker, a graduate of the University of Maryland, comes in as Research fellow. Both men will do research work in agricultural economics. It is expected that they will make studies of the cost of production, cost of manufacture, and cost of distribution of canning crops in Maryland.

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POOR PACKING CAUSES EGG LOSSES.

Reports received by the Pennsylvania State Bureau of Markets show that 69 shippers lost an average of two cents a dozen or .60 cents a case on eggs sent to New York during April, on account of poor and careless packing. Based on these reports, the Bureau estimates a large total loss to the egg shippers of the state from this cause.

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THE RELATION BETWEEN THE ECONOMIC CONDITIONS AND THE EDUCATIONAL FACILITIES provided in different sections of Tennessee and in the United States as a whole is being studied at the University of Tennessee under the direction of Professor C. E. Allred.



# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU  
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 1, 1925

Vol. 5, No. 26

## CORNELL UNIVERSITY STUDYING FOOD DISTRIBUTION

The distribution of food in cities is part of the economic studies being made by the Department of Agricultural Economics and Farm Management of Cornell University, reports Dr. W. I. Myers, of the Department.

A detailed study of the milk distribution of Binghamton, a city of about sixty thousand people has been started. This city, Dr. Myers says, is small enough so that it is planned to study all the factors affecting the distribution of milk, -- demand, supply, and costs and methods of distribution. Attention will be given to duplication of delivery routes and the physical arrangements for distribution. This study was undertaken at the request of the producers and distributors of Binghamton.

Closely related to this study is another already under way on the food distribution in the same city, Binghamton. The plan for this study is to obtain the quantities of various kinds of fruits and vegetables coming into the city by rail and truck and to trace their distribution within the city through the wholesalers and retailers to the ultimate consumers. It is hoped, according to Dr. Myers, that such a detailed study of the physical arrangements of food distribution will give suggestions for more efficient arrangement. The rapid growth of cities is increasing the seriousness and importance of this problem. Careful study is needed, he believes, so that future development of marketing areas may be based on definite facts as to needs and cost, rather than leaving it to chance.

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## TENNESSEE COLLECTING DATA ON EACH COUNTY

The Department of Agricultural Economics of the University of Tennessee has, under the supervision of Professor C. E. Allred, established a file for each county in the state for the purpose of collecting the important information regarding these counties. Professor Allred says he has found it extremely difficult to get complete, accurate and up-to-date information on the counties. He hopes by this new system to enable the University to quickly and accurately answer questions regarding the economic and social conditions in any part of the State. ✓

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J.T. Horner, Associate Professor of Economics at Michigan State College of Agriculture, has been promoted to the rank of Professor of Economics.



## BUREAU ACTIVITIES

GOVERNMENT MAKES FILMON COOPERATIVE TOBACCO MARKETING

Cooperative marketing, as practiced by some 300,000 American tobacco farmers, is graphically set forth in a new motion picture, "Cooperative Marketing - Tobacco," just released by the United States Department of Agriculture.

This film, a contribution from the Bureau of Agricultural Economics, outlines the methods followed by the cooperative associations of the "Bright" districts of Virginia and North Carolina, the "Burley" districts centering about Lexington, Kentucky, and the "Dark" districts of western Kentucky and Tennessee. The photography was made in Danville and Richmond, Virginia, Morlina, North Carolina; and Lexington and Hopkinsville, Kentucky.

Beginning with the delivery of the tobacco at the warehouse, the various steps taken by the several associations in the process of marketing their tobacco are shown in detail. Grading, redrying, "prizing", sampling, reconditioning, and shipping are among the many operations shown which involve the actual handling of the crop, while other parts of the picture deal with office procedure as followed by the cooperative associations - the issuing of warehouse receipts, the use of such receipts as collateral in negotiating loans to finance the operations of the associations, the pooling of the members' tobacco according to grade, and the settlement with the members as the tobacco is sold.

"Cooperative Marketing - Tobacco" is in two reels. It is available from the Office of Motion Pictures, Extension Service, U. S. Department of Agriculture, Washington, D. C.

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OFFICE FOR SUPERVISION OF HAY INSPECTIONIN SOUTH TO BE OPENED AT BIRMINGHAM

A divisional office for the supervision of hay inspection in the Southeast is being established in the office of the Chamber of Commerce, Birmingham, Alabama, by the Federal Bureau of Agricultural Economics. This division includes the States of Kentucky, Tennessee, Georgia, Florida, Alabama, Mississippi and Louisiana.

Hay inspection work has been developing rapidly in the South during the last few months and the need for a Federal inspector growing. There has been a local inspector at Birmingham employed cooperatively with the Bureau for over a year, and plans are now under way for establishing shipping point inspection throughout the Johnson grass producing territory of Alabama. Dealers in other states are interested in inspection and anxious to have an inspector available, according to K. B. Seeds, of the Federal Bureau. L. W. Stephenson, who has been in the Kansas City Hay Standardization Laboratory, will have charge of the new office.



BRITISH AND AMERICAN WOOL  
STANDARDS TO BE COORELATED

The United States Wool Standardization Committee has approved the correlation of the American wool grades with the "average Bradford qualities" representing the British grades. The American grades and the correlation have been worked out by the Federal Bureau of Agricultural Economics. G.T. Willingmyre of the Federal Bureau; Marland Hobbs, representing the American manufacturers; and Warren E. Emley of the United States Department of Commerce, will take the correlation sets to Bradford, England, in September for the purpose of securing the approval of the Bradford Wool Federation.

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BUREAU MAN APPOINTED REFEREE TO  
STUDY PROTEIN TEST METHODS

The American Association of Cereal Chemists in the move to standardize their work, have appointed Dr. D.A. Coleman, Grain Investigations, Federal Bureau of Agricultural Economics, as referee for the study of methods and apparatus. The methods of making protein tests, moisture and ash determinations, and gluten quality tests are to be studied. He will check methods used by various laboratories in an effort to determine which methods are most reliable and practical so that the work can be developed on a uniform basis and disputes over the determinations avoided.

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SHIPPING POINT CERTIFICATE FACTS  
USED BY SHIPPER TO PREVENT DISPUTES

The value of shipping-point inspection and honest dealing in the sale of perishable products is shown in a report by an inspector of the Federal Bureau of Agricultural Economics. A potato shipper in Virginia says that, so far, he has not made a reduction in price on No. 1 stuff, neither has he quoted undergrade stuff at the same price as No. 1. A car of potatoes which was one per cent under grade he sold just below the No. 1. price and the buyer was satisfied. On another car which contained scabbed potatoes, he quoted the inspection certificate to the buyer, with the result that everyone was perfectly satisfied on delivery and the buyer anxious to deal again with the same man because of the fair treatment he had received.

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THE AUSTRALIAN GOVERNMENT WILL MAKE AN ADVANCE on the 1925 crop of currants, sultanas and lexias, when placed under the control of the Dried Fruit Export Control Board, amounting to 30 per cent of the f.o.b. value of the fruit. The Board will use the money to defray the packing expenses of the growers, either in whole or in part.



## WHAT THE STATES ARE DOING

MISSOURI OFFERS SHIPPING  
POINT INSPECTION SERVICE

Plans have been made by which the growers of potatoes and tomatoes in the St. Joseph District in Missouri may have Federal-State shipping point inspection, according to D. C. Rogers of the State Marketing Bureau. Inspection was first officially recognized in Missouri by a bill passed during the last session of the legislature. This bill provides for the establishment of grades and standards for containers and agricultural products and for shipping point inspection. Inspection service was rendered to strawberry growers in Southwest Missouri this season and plans are being made to offer it to the grape and apple growers of the Ozarks and perhaps to the watermelon growers of Southeast Missouri.

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NEW JERSEY TO TRY  
SHIPPING GRADED EGGS.

In cooperation with the Poultry Department of the State Agricultural College, an experiment is being conducted by the New Jersey Bureau of Markets, to determine the practicability of shipping eggs into the New York market graded according to the Tentative U. S. Grades for Eggs. The results of this experiment will be valuable, the Bureau believes, in deciding the utility of these grades for New Jersey egg producers shipping into New York City. Producers of eggs in New Jersey come in direct competition with other egg producers in the nearby states making quality important.

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ARTICLES PUBLISHED ON ECONOMIC RESEARCH

A series of articles on the Purnell Act and what it means to the South, written by Professor G.W. Forster, agricultural economist at the North Carolina State College, is being published in "North Carolina Agriculture and Industry," the weekly put out by the College. He discusses the ways in which this federal legislation will enable the Land Grant Colleges to greatly increase the scope and effectiveness of their social and economic research. The problems facing Southern agriculture and the scientific methods which should be employed in their solution are pointed out.

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SALES OF SISAL at Progreso, Mexico, will be conducted by the new cooperative organizations after June 1, according to a cable from the American Consul at that port.



RURAL THEATRE RESULT OF  
EXTENSION WORK IN NEW YORK.

As a result of the extension classes for leaders of rural dramatics which have been given in New York by the department of rural social organization at Cornell University, the state has at least one real little theatre in the open country. An empty barn in the heart of the neighborhood at River Road in Onondaga County, was cleaned and remodeled into a community play house by volunteer work and it has been formally opened with a play.

The classes referred to have had three all-day sessions, meeting once a month for three months. While the home bureau at each place was the sponsoring agent, the class enrollments included members of most of the organizations in the community including the church, grange, and other fraternal organizations.

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COOPERATIVE LAMB SHIPMENTS  
SUCCESSFUL IN TENNESSEE

Successful cooperative shipments of lambs are being reported from Tennessee. Loudon County sent their first cooperative shipment to Jersey City recently. It graded 92 firsts and 35 seconds according to the county agent. All the cooperators had docked and castrated their lambs so that the load made a good appearance.

In Gallatin County, 35 lamb producers sold 437 standardized spring lambs at the shipping point for good price. This was the second cooperative sale from Gallatin and everyone has been pleased so far, states the county agent.

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FARMERS ADVISED TO TEST WHEAT FOR PROTEIN

It will pay Oklahoma farmers to have their wheat tested for protein before selling for high protein wheat will be worth a premium, believes E. R. Linzee, State Grain Inspector for Oklahoma. In a recent issue of the State Marketing Bulletin he discusses this phase of the wheat outlook. Protein tests are made for Oklahoma farmers at a cost of 25 cents to cover laboratory and chemist expenses.

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LIVESTOCK SHIPPING ASSOCIATIONS HAVE BEEN FEDERATED into country-wide organizations in four counties in Illinois. A county federation, according to the Illinois idea, is the means of bringing officers of locals together for discussion on mutual problems and it also helps in establishing a uniform accounting and auditing system.



## PUBLICATIONS

REPORT MADE ON COOPERATIVE  
EGG AND POULTRY MARKETING

A preliminary report on the "Cooperative Marketing of Eggs and Poultry" by D. L. James, has been issued by the Federal Bureau of Agricultural Economics.

"This form of cooperative activity is of fairly recent development" the report states, "practically all the activity worthy of note has taken place since 1910." A history of the development is given; the cooperative egg marketing in California, the other Pacific Coast sections, Minnesota, Missouri, and other sections discussed; and statistical data for 1924 shown in tabular and chart form.

This report is available on request to the Federal Bureau of Agricultural Economics, Washington, D. C.

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REPORT ISSUED ON FRUIT AND  
VEGETABLE UNLOADS IN KANSAS CITY.

A mimeographed report on the fruit and vegetable unloads in Kansas City during 1924 has been issued by A. E. Prugh of that office of the Federal Bureau of Agricultural Economics. The first page carries a large outline map, showing each state and the number of cars received from it. The statistical tables are prefaced with a general discussion of the sources of supply and the railroad facilities to Kansas City. In the report is included a description of the Federal Market News Service in all its functions. The report was issued and distributed by the Fruit and Vegetable Division, Federal Bureau of Agricultural Economics, 212 Railway Exchange Building, Kansas City, Missouri.

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TEXAS WATERMELON DEAL SUMMARIZED.

A summary of the Texas watermelon deal for the season of 1924, compiled by W.D. Googe and J. Austen Hunter, has been issued by the Federal Bureau of Agricultural Economics in cooperation with the Texas Market and Warehouse Department. It includes among the standard features, a description of the varieties of melons grown in Texas and of the several important producing districts. On an outline map of the State, the five leading shipping sections are marked. Shipments are listed by stations with comparative figures for 1922 and 1923. The shipping-point inspection service is mentioned in this summary as well as the cooperative news service. F.o.b. prices are shown by days and by districts.

Copies of this summary are available from the Federal Bureau of Agricultural Economics, Washington, D.C.



A STUDY OF METHODS OF MAKING  
PROTEIN TESTS IN WHEAT REPORTED

"A Study of Methods for Making Protein Tests on Wheat" by D.A.Coleman, H.C.Fellow, and H.B.Dixon, Grain Division, Federal Bureau of Agricultural Economics, first published in the journal, "Cereal Chemistry" is available as a reprint. Methods used by commercial laboratories in making protein tests on wheat were studied and compared by the Bureau workers. All factors entering into the determination were considered. The results of this study are reported in technical form for chemists and others directly interested in methods. The results shown in the report of this study are receiving favorable comment in trade publications.

Copies of the reprint may be obtained by technical workers on request to Dr. D.A.Coleman, Grain Investigations, Bureau of Agricultural Economics, Washington, D.C.

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COST OF MARKETING APPLES SUBJECT  
OF MASSACHUSETTS BULLETIN

"The Cost of Marketing the Apple Crop of 1923" is the title of Bulletin No. 224 of the Massachusetts Agricultural Experiment Station, written by Lorian P. Jefferson.

This study was undertaken, according to the author, in order to determine the cost of putting apples on the market, what grades may be marketed with profit, the margin over costs of marketing returned to the grower from sales by various methods, and the type of container most desirable. Information was collected by personal visits to growers.

Sections of the bulletin are devoted to grades, methods of sale, total costs, picking, sorting, containers, selling costs, transportation, cider apples, and prices and margins.

This bulletin is published and distributed by the Massachusetts Agricultural Experiment Station, Amherst, Massachusetts.

NOTES

BRAZIL HAS ESTABLISHED  
STANDARD COTTON GRADES

Steps have been taken towards establishing a uniform classification of cotton in Brazil, reports W. L. Schurz, American Commercial Attache at Rio de Janeiro. A special department has been established under the Brazilian Ministry of Agriculture to offer its grading service to cotton merchants at a nominal price. The grades fixed by the official cotton classifiers of this service are to serve as a basis for sales on the exchange at Sao Paulo. Everything possible is to be done to make the service general throughout the cotton producing states of Northern and Southern Brazil.



ASSISTANT MARKETING SPECIALIST  
EXAMINATION ANNOUNCED

An assembled examination for Assistant Marketing Specialist (Fruits and Vegetables) has just been announced. Receipt of applications will close July 25, and the date for assembling competitors will be stated on the admission card sent applicant. The entrance salary is \$2,400. Application blanks are available from the U. S. Civil Service Commission, Washington, D. C.

Competitors will be rated on practical questions relative to the duties of the position, thesis, and on education, training and experience. The duties will be to conduct investigations of the handling, marketing, and distribution of fruits and vegetables; making a careful study of the facilities available for handling and transporting these products; securing market information relative to their supply, movement, and prices; assisting in the development of the market news service for these products, and in the securing of information for use in the determination of market grades and standards for these products; the inspection of fruits and vegetables and otherwise assisting in the betterment and improvement of marketing conditions affecting the handling of these products. Two years' responsible experience is required in addition to a college education. For each year lacking of the college education, applicants may substitute an additional year of the required responsible experience.

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FLAXSEED MEN SEE ADVANTAGES IN NEW  
METHOD OF DETERMINING OIL CONTENT

Flaxseed dealers and crushers in Minneapolis, Duluth and Superior, after seeing a demonstration of the quick method of determining the oil content of flaxseed worked out by the Federal Bureau of Agricultural Economics, have expressed their approval, states E. G. Boerner of the Bureau. They see many advantages to the trade from its use. Not only in handling seed will they be able to deal on the exact oil content basis, but this method will enable crushers to control the oil content in cake so that it will meet state requirements without an excess of oil being left in it.

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THE UNITED STATES GRAIN STANDARDS ACT AND FEDERAL GRAIN SUPERVISION was discussed by Albert F. Nelson of the Portland Office of the Grain Division, Federal Bureau of Agricultural Economics, before the meeting of the Willamette Valley Grain Dealers Association at Corvallis, Oregon.

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NORTH CAROLINA IS INSPECTING CUCUMBERS FOR PICKLES and when they pass the grade calling them N.C. No. 1.